

# GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month in the interest of progressive Grain Dealers.

Vol. XXVII. No. 6.

CHICAGO, ILL., SEPTEMBER 25, 1911.

PRICE \$1.50 PER YEAR.  
TEN CENTS PER COPY.

## McKENNA & RODGERS

COMMISSION MERCHANTS

### SHIPPERS CORN OATS

60 Board of Trade

Chicago

## W. M. BELL & CO.

200-201 Chamber of Commerce

MILWAUKEE, WIS.

*We invite your GRAIN and SEED  
Shipments*

## SEEDS Clovers - Timothy Canadian Blue Grass

Flax - Field Peas - Oats

Correspondence Solicited

STEELE, BRIGGS, SEED CO., Ltd.  
TORONTO, CANADA

## P. B. & C. C. MILES

Established 1875 Incorporated 1910

PEORIA, ILL.

Handling Grain on Commission  
Our Specialty.

## James E. Bennett & Co.

Established 1880

Grain Consignments and Future  
Orders Solicited

Private Wires. Branch Office  
400 Postal Telegraph Building, Chicago

## Tyng, Hall & Co.

GRAIN COMMISSION

Correspondence  
Solicited.

Peoria, Ill.

## Fagg & Taylor

Grain Merchants

34 Chamber of Commerce  
MILWAUKEE, WIS.

SPECIALTIES:

Barley Oats Corn

Established 1883

## Pitt Bros. & Co.

GRAIN

305, 307, 309 Chamber of Commerce  
BALTIMORE, MD.

Submit us Samples of off grade wheat

## SHIP YOUR NEW



TO

J. A. MANGER & CO.

216-18 Chamber of Commerce

Baltimore, Md.

We make a specialty of handling Oats.

GLOVERS  
TIMOTHY  
MILLETS

## SEEDS

KAFFIR CORN DRIED PEAS

S. G. COURTEEN,

MILWAUKEE

WISCONSIN

## THE GALE BROS. CO.

CINCINNATI, OHIO

WANT YOUR BUSINESS

GRAIN—HAY—FEED

TRY US

## DUDLEY M. IRWIN BARLEY

1117 Chamber of Commerce Building,  
BUFFALO, N. Y.



## Elevator Buckets

¶ Salem Buckets fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best Elevator Bucket for all kinds of Grain and Mill Products. ¶ Made in more sizes and gauges than any other Bucket on the market. We fill orders promptly from the large stock which we carry.

Send for Catalog No. 34.

**H. W. Caldwell & Son Company**

NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.

CHICAGO, 17th St. and Western Ave.



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

## AMARILLO, TEX.

Early Grain & Elev. Co., whol. grain, hay, seed.

## ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

## AUGUSTA, GA.

Lamb & Hollingsworth, flour, grain, provisions.

## BALTIMORE, MD.

Chamber of Commerce Members.  
Baltimore Commission Co., grain commission.  
Blackburn & Co., C. P., grain receivers, exporters.\*  
Clark & Sons, Thos. S., grain receivers.\*  
England & Co., Chas., grain, hay.\*  
Fahy & Co., John T., grain receivers and expts.\*  
Frame Knight & Co., commission merchants.  
Gill & Fisher, receivers and shippers of grain.  
Hammond, Snyder & Co., Inc., receivers, expts.\*  
Max & Co., G. A., grain, hay, seeds.\*  
Herzer & Son, Gustav, grain, seeds, hay.  
Jones & Co., H. C., grain and hay.\*  
Kirwan Bros. Grain Co., grain and hay.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Muller Co., Louis, receivers and exporters.\*  
Pitt Bros. & Co., receivers and exporters.\*  
Robinson & Jackson, grain receivers.\*  
Steen & Bro., E., hay & grain.\*

## BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.\*

## BERNE, IND.

Ngly, C. G., grain, hay and seeds.

## BINGHAMTON, N. Y.

Empire Grain & Eltr. Co., grain feed shippers.

## BLACKWELL, OKLA.

Bentke Bros., hay, grain and alfalfa meal.

## BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.  
Hasenwinkle Grain Co., brokers.  
Richt & Co., L. E., buyers and shippers.

## BOSTON, MASS.

Chamber of Commerce Members.  
Bennaguin, Matthew D., grain, brokerage, com'n.  
Jordan, A. W., grain broker.  
McLean Alpine Co., The, hay and grain.  
Ranlet Co., The D. W., grain and millfeed.  
Ronald, Thos., grain broker, export and domestic.

## BOURBON, IND.

Dolp Grain Co., E. E., grain and mill feeds.

## BOZEMAN, MONT.

Benepe-Berglund Grain Co., Mont., oats & barley.

## BUFFALO, N. Y.

Corn Exchange Members.  
Alder-Stofer Grain Co., grain commission.\*  
Buffalo Cereal Co., grain.\*  
Churchill Grain & Seed Co., buyers, shippers.\*  
Eastern Grain Co., grain commission.\*  
Electric Grain Elevator Co., receivers and shippers.  
Harold, A. W., grain, barley a specialty.  
Heathfield, W. G., strictly commission.  
Irwin, Dudley M., barley.  
Pratt & Co., grain commission.\*  
Spann Grain Co., O. G., gn. com., bar'y a spec'ly.  
Townsend-Ward Co., grain commission.\*  
Waters, Henry D., grain commission.  
Whitney Eckstein Seed Co., seeds.

## BUSHNELL, ILL.

Cole, G. W., grain broker.

## CAIRO, ILL.

Board of Trade Members.  
Antrim & Co., H. S., receiver and shipper.\*  
Halliday Elevator Co., corn, oats.\*  
Halliday Mfg. Co., H. L., soft, red winter wheat.  
Magee Grain Co., grain.\*  
Thistlewood & Co., grain and hay.

## CEDAR RAPIDS, IA.

Cedar Rapids Grain Co., receivers and shippers.

## CHAMPAIGN, ILL.

Baldwin & Co., H. L., grain brokers.  
Edwards, A. H., grain broker.  
Tankersley & Co., grain brokers.

## CHICAGO, ILL.

Board of Trade Members.  
Anderson & Co., W. F., receivers & shippers.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Barrall & Co., Finley, grain, stocks, provisions.\*  
Bennett & Co., Jas. E., receivers, shippers.\*  
Carhart-Cole-Harwood Co., grain commission.  
Crighton & Lasker, grain commission.\*  
Delany, Frank J., commission merchant.  
Dickinson Co., The Albert, seeds.  
Dole & Co., J. H., grain and seeds.\*  
Elmore, Squire & Co., receivers and shippers.  
Fitch & Co., Walter, W. K. Mitchell, Mgr.\*  
Fraser Co., W. A., grain commission.\*  
Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., grain, seeds.\*  
Griffin & Co., J. P., grain commission.

## CHICAGO—Continued.

Hately Bros., grain and provisions.  
Holt & Co., Lowell, commission, grain and seeds.  
Hooper Grain Co., receivers, shippers.\*  
Kempner Co., Adolph, grain consignments.  
Lamson Bros. & Co., consignments solicited.\*  
Mann, G. S., seed bkr., field seeds, poultry grain.  
McKenna & Rodgers, commission merchants.\*  
Merrill & Lyon, commission merchants.\*  
Merritt Co., W. H., grain, seeds.\*  
Mumford & Co., W. R., hay & grain commission.  
Nash-Wright Grain Co., grain, prov., seeds.  
Paynter, H. M., grain and field seeds.  
Perrine & Co., W. H., grain and commission.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Rang & Co., Henry, grain commission.  
Requa Brothers, grain commission.\*  
Rogers & Bro., H. W., grain and seeds.  
Rogers Grain Co., buyers and shippers.  
Rosenbaum Bros., receivers, shippers.\*  
Rumsey & Company, grain commission.\*  
Sawyers Grain Co., grain commission.\*  
Schiffman & Co., P. H., commission.\*  
Shaffer & Co., J. C., buyers and shippers.\*  
Sincere & Co., Chas., N. Y. stocks, Chicago grain.  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., Clarence H., commission.  
Uppike Commission Co., grain commission.\*  
Wagner Co., E. W., receivers and shippers.\*  
Ware & Leland, grain, seeds.  
Wilson & Co., B. S., grain commission.  
Wright & Co., Jno. F., commission merchants.

## CHICKASHA, OKLA.

Farrington, J. E., Seed House, seed corn.

## CINCINNATI, O.

Chamber of Commerce Members.  
Allen & Munson, grain, hay, flour.\*  
Bender, A., grain, brokerage & Com'n.  
Brown & Co., W. L., receivers and shippers.  
Cincinnati Grain Co., commission merchants.  
Early & Daniel Co., grain and hay.\*  
Ellis & Fleming, grain and hay.\*  
Gale Bros. Co., grain, hay, feed.\*  
Gray, Ralph, receiver & shipper.  
Louden & Co., grain commission.  
Richter Gr. Co., grain, hay, flour and feed.  
Trent Milling Co., receivers & shippers.  
Van Leunen & Co., Paul, grain consignments.  
Whitcomb & Root, hay, grain and mill feed.

## CLEVELAND, O.

Abel Bros., hay, grain, feed.  
Bailey, E. I., grain and millfeed.\*  
Bennett, W. A., receivers grain, hay & millfeed.  
Cleveland Grain Co., The, receivers and shippers.\*  
Gates Elevator Co., grain, hay, straw.\*  
Sheets Bros. Eltr. Co., The, grain, hay, straw.  
Star Eltr. Co., receivers, grain, hay, straw.  
Strauss & Co., H. M., grain, seeds, hay.\*  
Union Elevator Co., grain, hay and salt.\*

## COLORADO SPRINGS, COLO.

Seidomridge Grain Co., grain dealers.

## COLUMBUS, O.

Board of Trade Members.  
Feltz, A., track buyer & shipper, grain & hay.  
Scott & Woodrow Co., carlot shippers grain & hay.  
Strittmatter, Edward, grain merchant.

## CRAWFORDSVILLE, IND.

Crabbs-Reynolds Taylor Co., grain, seeds.\*

## CROWLEY, LA.

Lawrence Bros. Co., Ltd., grain, seed and feed.

## CUMBERLAND, MD.

Board of Trade Members.  
Marley & Co., grain and hay distributors.

## DALLAS, TEX.

Moss, C. L., buyer and ship'r, grain, hay, millfeed.

## DANVILLE, ILL.

McConnell, R. B., grain dealer.

## DAVENPORT, IOWA.

Rothschild Grain Co., D., grain merchants.\*

## DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.

## DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay.\*  
Crescent Mill & Eltr. Co., flour and grain.  
Longmont Farmers Mill & Eltr. Co., flour, grain.  
Scott, E. E., broker grain, cottonseed meal, bags.  
Thompson Merc. Co., W. F., hay and grain.

## DES MOINES, IA.

Lockwood Grain Co., B. A., grain & millfeeds.

## DETROIT, MICH.

Board of Trade Members.  
Dumont, Roberts & Co., receivers, shippers.\*  
Hart Grain Co., recvs. & shippers, grain beans.  
Hobart, H. M., grain, hay and millfeeds.\*  
Lapham & Co., J. S., recvs. & shippers of grain.\*  
Simmons & Co., F. J., grain recvs. & shippers.\*

## DILLON, MONT.

Dillon Grain Co., grain, flour, feed and hay.

## DIXON, ILL.

Forrest Utley Co., grain, millfeed and screenings.

## DULUTH, MINN.

Board of Trade Members.  
Turle & Co., grain commission.

## EL RENO, OKLA.

El Reno Mill & Eltr. Co., grain buyers & shippers.

## EVANSVILLE, IND.

Small & Co., W. H., field seeds, grain and hay.

## FAIRBURY, ILL.

Keller, Emil, grain broker and track buyer.

## FORT WORTH, TEX.

Board of Trade Members.  
Kolp, E. R. & D. C., grain and seed dealers.\*  
Terminal Grain Co., receivers, shippers.  
Werner Wilkens Grain Co., receivers & shippers.

## FRANKFORT, IND.

Frank & Co., Wm., grain brokers.

## GALVESTON, TEX.

Board of Trade Members.  
Fordtran, J. S., grain commission merchant.  
Jockusch, Davison & Co., grain, hay exporters.  
Wisrodt Grain Co., wholesale grain eltr. facilities.

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## HARRISBURG, PA.

Harrisburg Feed & Gr. Co., grain, feed, hay.

## INDIANAPOLIS, IND.

Board of Trade Members.  
Bassett Grain Co., grain merchants.\*  
Boyd, Bert A., The Indianapolis commission man.  
Coppock, J. F., grain and hay, ear lots.\*  
Capitol Grain Co., grain commission.  
Hoosier Grain Co., specialty yellow corn.  
Jackson Grain Co., Cary, receivers & shippers.  
Jordan & Montgomery Co., wholesale grain.  
Kinney Grain Co., H. E., receiver and shipper.\*  
Minor, B. B., grain consignments solicited.  
Mutual Grain Co., grain commission.  
Stebbins-Witt Grain Co., commission & brokerage.

## JACKSON, MICH.

Sheldon, Willis E., track buyer of grain.\*  
Stockbridge Elevator Co., grain, beans, hay.\*

## JACKSONVILLE, FLA.

Wiggs & Co., W. A., hay, grain and mill stuffs.\*

## JACKSONVILLE, TEX.

Reinhardt & Co., grain, flour, hay and feed.

## KANSAS CITY, MO.

Board of Trade Members.  
Adams Commission Co., receivers and shippers.  
Beach Grain Co., grain commission.  
Benton Grain Co., screenings and seeds.  
Christopher & Co., B. C., grain and seeds.\*  
Davis & Co., A. C., grain commission.\*  
Ernst-Davis Grain Co., commission.\*  
Fisher Com. Co., E. D., grain commission.\*  
Goffe & Orkner, recvs. and ships. of grain.\*  
Gregg Grain Co., Mason, commission merchants.  
Hinds & Lint Grain Co., receivers, shippers.  
Lichtig Gr. Co., Henry, screenings, kafir corn, feed.  
Moore-Seaver Grain Co., receivers and shippers.\*  
Moore-Lawless Grain Co., grain receivers.  
Moss Grain Co., barley a specialty.  
Murphy Grain Co., strictly commission.\*  
Norris Grain Co., grain merchants and exporters.  
Roaben-Cary Grain Co., grain, flour, millfeed.\*  
Steele & Co., H. H., grain and seeds.\*  
Thresher Fuller Grain Co., grain commission.\*  
Vanderslice-Lynds Co., grain commission.

## KENTLAND, IND.

McCray, Morrison & Co., track buyers.\*

## LA FAYETTE, IND.

Heinmiller, F. G., track buyer of grain.

## LINCOLN, NEB.

Lincoln Grain Co., receivers, shippers.

## LITTLE ROCK, ARK.

Gordy Co., C. L., grain and millfeed brokers.  
Hayes Grain & Com. Co., grain, hay, millfeeds.

## LOUISVILLE, KY.

Board of Trade Members.  
Bingham-Hewett Grain Co., recvs. & shprs. grain.\*  
Brandels & Son, A., receivers & shippers of grain.  
Callahan & Sons, grain.\*  
Edinger & Co., grain, hay, flour.  
Farmer & Sons, Oscar, hay and grain.  
Fruechtenicht, Henry, grain & hay.  
Schuff & Co., A. C., grain & hay.  
Thomson & Co., W. A., corn, oats & rye.  
Verhoeff & Co., H., receivers and shippers grain.\*  
Zorn & Co., S., grain.\*

## LYNCHBURG, VA.

Moore & Le Grand, grain and hay brokers.  
Owen & Jennings, brokers.

## MCGREGOR, TEX.

McGregor Mfg. & Gr. Co., Sante Fe, grain, seeds.



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

## MEMPHIS, TENN.

### Merchants Exchange Members.

Brown & Co., W. P., wholesale grain & hay.\*  
Buxton, E. E., broker and commission merchant.  
Davis & Andrews Co., grain dealers.\*  
Horton, J. B., & Co., grain and hay commission.\*  
Jones, Lee D., grain and hay commission.\*  
Jones & Rogers, grain dealers.\*  
McLaughlin Coal & Grain Co., grain and hay.\*  
Moon & Co., W. D., receivers and shippers.  
Patterson & Co., G. E., receivers and shippers.\*  
Rainer, Connell & McFadden, grain, hay, millfeed.  
Scruggs, Robinson & Co., grain, hay and mill f'ds.  
Wade & Sons, John, grain, hay and commission.\*  
Webb & Maury, grain and hay.\*  
Wyatt, E. W., grain and millfeed broker.

## MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

## MIDDLE POINT, OHIO.

Pollock Grain Co., grain, hay and straw.

## MILWAUKEE, WIS.

### Chamber of Commerce Members.

Bartlett & Son Co., L., grain commission.  
Bell & Co., W. M., grain and seeds.\*  
Courtene, S. G., field seeds.  
Deutsch Co., Herman, shippers grain, flour, feed.  
Donahue-Stratton Co., grain, feed, mlg. wheat.\*  
Fagg & Taylor, grain merchants.\*  
Franke Grain Co., grain and feed.  
Johnstone & Templeton, grain commission.  
Kamm & Co., F. C., barley and rye.\*  
Lauer & Co., J. V., grain commission.  
Mereness & Potter Co., grain commission.  
Owen & Brother Co., grain commission.  
Owen & Co., O. C., grain commission merchants.  
Rialto Elvtr. Co., grain receivers & shippers.  
Stacks & Kellogg, grain merchants.  
Wissbeck-Grunwald Co., grain and feed.

## MINNEAPOLIS, MINN.

### Chamber of Commerce Members.

Benson-Newhouse-Staback Co., grain commission.  
Brown & Co., E. A., commission.  
Cargill Commission Co., grain commission.  
Carter, Sammis & Co., grain commission.  
Davies & Co., F. M., grain commission.  
Fraser-Smith Co., grain commission.  
Getchell-Tanton Co., grain commission.  
Gould Elevator Co., grain merchants.  
Hankinson & Co., H. L., grain commission.  
Marfield Grain Co., grain commission.  
McCaull Dinsmore Co., consignments solicited.\*  
Minneapolis Seed Co., field seeds.  
Murfin, George W., strictly grain commission.  
Nye, Jenks & Co., grain commission.  
Poehler Company, H., grain commission.\*  
Quinn Shepherdson Co., grain commission.  
Riheldaffer Co., J. H., grain commission merchants.  
Turle & Co., grain commission.  
Van Dusen-Harrington Co., grain merchants.\*  
Welch Co., E. L., grain commission.  
Wernli-Anderson Co., grain commission.

## MONROE, O.

Kyle & Rodgers, buyers and shippers of grain.

## MONTGOMERY, ALA.

Dahlberg Brokerage Co., Inc., brokers and dealers.

## NASHVILLE, TENN.

### Grain Exchange Members.

Hughes Warehouse & Eltr. Co., grain.  
Rose, Caswell E., corn, oats, hay.

## NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

## NEW CASTLE, PA.

Hamilton, C. T., buyer & shipper grain, feeds, hay.

## NEW ORLEANS, LA.

### Board of Trade Members.

Benedict Com.Co., Ltd., recvrs. shippers, expts hay & gr.  
Langenberg Hay & Grain Co., hay, grain, millfeeds.

## NEW YORK CITY.

### Produce Exchange Members.

Cushing & Brandt, grain commission, buyers.\*  
Forbell & Co., L. W., grain commission.  
Morey Co., L. A., grain brokers.\*  
Robinson, G. B., Jr., grain and millfeeds.

## NORFOLK, VA.

Cofer & Co., J. H., wholesale grain.  
Scott & Co., Inc., S. D., wholesale hay & grain.

## OGDEN, UTAH.

Smurthwaite Co., C. A., rcvrs. & shprs., gr. & hy.

## OKLAHOMA CITY, OKLA.

Hanna Grain Co., grain, hay, seeds, alfalfa meal.  
Kolp, E. B. & D. C., grain and seed dealers.  
Perkins, W. L., grain and seed dealers.  
Robey Grain Co., R. E., grain broker.

## OMAHA, NEB.

### Grain Exchange Members.

Beal-Vincent Grain Co., receivers, shippers.\*  
Cavers Elevator Co., receivers and shippers.\*  
Crowell Lumber & Grn. Co., rcvrs., shippers.\*  
Holmquist Eltr. Co., receivers and shippers.  
Huntley Com. Co., receiver and shipper of grains.  
Hynes Grain Co., receivers and shippers of grain.  
Imperial Mlg. Co., grain consignments.  
Merriam Commission Co., consignments.  
Missouri Valley Elvtr. Co., grain merchants.  
Middle-West Elevator Co., receivers and shippers.  
Nebraska-Iowa Grain Co., receivers & shippers.\*  
Omaha Elevator Co., receivers, shippers.\*  
Roberts Grain Co., grain commission.  
Saunders-Westrand Co., shippers of grain.  
Taylor Grain Co., receivers and shippers.\*  
Thresher, E. R., grain broker.  
United Grain Co., grain commission.  
Wackes Grain Co., receivers and shippers of grain.  
Welsh Grain Co., grain and hay commission.

## PENSACOLA, FLA.

Bonacker Bros., brokers, grain, hay and millfeed.\*

## PEORIA, ILL.

### Board of Trade Members.

Arnold & Co., F. W., grain consignments solicited.  
Buckley, Pursley & Co., grain and seeds.\*  
Dewey & Sons, W. W., grain commission.  
Feltman, C. H., grain commission.  
Miles, P. B. & C. C., grain commission.\*  
Rumsey, Moore & Co., grain receivers.\*  
Tyng, Hall & Co., grain commission.\*

## PERRY, OKLA.

Perry Mill Co., wholesale dealers in grain.

## PHILADELPHIA, PA.

### Commercial Exchange Members.

Baringer, M. F., grain and millfeed.\*  
Brazier, W. P., Mgr., Finley Barrell & Co.  
Clemmer, A. B., grain and feed broker.\*  
Delp Grain Co., B. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
Fraser, C. C., grain and feed broker.  
Lemont & Son, E. K., hay, grain millfeed.\*  
Miller & Sons, L. F., grain, seeds, hay.\*  
Pultz & Co., J. B., grain and feed.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Rogers & Co., E. L., grain, hay.\*  
Standard Hay & Grain Co., grain, hay & straw.  
Stites, A., Judson, grain and millfeed.

## PIQUA, OHIO.

Kress Co., The Harry W., track buyers, gr. & hay.\*  
Spencer & Miller, grain, feed and seeds.

## PITTSBURG, PA.

### Members Grain and Flour Exchange.

Elwood & Co., R. D., hay and grain.  
Foster, C. A., grain, hay, feed.\*  
Geldel & Dickson, grain and hay.  
Hardman & Heck, grain, hay and millfeed.  
Heck & Co., W. F., grain, hay and millfeed.  
Herb Bros. & Martin, grain, hay and feed.  
McCaffrey's Sons Co., Daniel, hay, grain, millfeed.  
McCague, R. S., grain, hay.\*  
Smith & Co., J. W., grain, hay, feed.  
Stewart, D. G., & Geldel, grain, hay and feed.  
Walton Co., Sam'l., grain and hay.

## PLAINVIEW, TEX.

Cobb & Elliott Grain Co., grain, seeds, coal, etc.

## PUEBLO, COLO.

Cessna Gr. & Flour Co., P. A., grain, hay & flour.  
McClelland Met'l I. & R. Co., grain, hay & feed.

## RICHMOND, VA.

Fairbank & Co., S. G., grain, hay, seeds.

## SAN ANTONIO, TEXAS.

Lupton, R., whol. grain & cottonseed products.

## SIOUX CITY, IOWA.

### Board of Trade Members.

Fahlenkamp Grain Co., A., grain commission.  
Fields & Slaughter Co., grain, hay and feed.  
Interstate Grain Co., buyers and shippers.

## ST. JOSEPH, MO.

Gordon Comm. Co., T. P., grain dir. and broker.\*

## ST. LOUIS, MO.

### Merchants Exchange Members.

Adams Commission Co., G. A., grain commission.  
Botto Grain Co., Jno. V., receivers & shippers.  
Carlisle Comm. Co., S. S., receivers and shippers.  
Connor Bros. & Co., grain.\*  
Eaton, McClellan Com. Co., grain, seeds and hay.  
Goffe & Carkener Co., grain commission.\*  
Green Commission Co., W. L., grain.\*  
Kennedy Grain Co., receivers, shippers.  
McClelland & Co., F. M., grain and hay.  
Morton & Co., grain, hay and seeds.  
Mullally Com. Co., John, grain, hay, seeds.\*  
Nanson Commission Co., grain commission.\*  
Pendleton Grain Co., grain merchants.  
Picker & Beardsley Com. Co., grain & grass seed.\*  
Powell & O'Rourke, receivers, shippers.\*  
Toberman, Mackey & Co., consignments solicited.

## TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.\*

## TOLEDO, O.

### Produce Exchange Members.

DeVore & Co., H. W., grain and seeds.  
Goemann Grain Co., grain buyers.\*  
King & Co., C. A., grain, clover seed.\*  
Southworth & Co., grain commission.\*  
The Toledo Field Seed Co., clover, timothy.  
Wickenhiser & Co., John, rcvrs. & shippers. of gr.  
Zahn & Co., J. F., grain, seeds.\*

## TOPEKA, KAN.

Jolley & Blanchard, grain merchants.

## TORONTO, ONT.

Steele, Briggs Seeds Co., Ltd., field seeds.

## TRINIDAD, COLO.

Bancroft-Marty Feed & Produce Co., hay & grain.

## TYRONE, PA.

Miller's Sons, John H., receivers and shippers.

## WASHINGTON, D. C.

Anderson, E. M., grain brokers and millers agent.  
Clifton & Co., C. E., flour, grain and hay.  
Craig, J. V., hay and grain broker.\*

## WASHINGTON COURT HOUSE, OHIO.

Lloyd, C. E., shipper of kiln dried corn.

## WICHITA, KANS.

### Board of Trade Members.

Baldwin-Barr Gr. Co., receivers and shippers.  
Hastings & Co., grain brokers.  
Independent Grain Co., grain commission.  
Kelly Bros. Grain Co., commission and brokerage.  
Roth Grain Co., grain and commission.  
Thompson Grain Co., H. C., grain merchants.  
Western Grain Co., The, wholesale grain, seeds.

## WINFIELD, KANS.

Head Grain Co., grain, millfeed seeds.

\*Member Grain Dealers National Association.

## CAIRO BOARD OF TRADE MEMBERS

### H. L. HALLIDAY MILLING CO.

We Handle

Soft Red Winter Wheat

CAIRO, ILLINOIS

### Magee Grain Company

GRAIN

Delta Elevator

CAIRO, ILL.

### Halliday Elevator Co.

WHEAT, CORN and OATS

CAIRO, ILL.

Elevator Capacity 500,000 Bushels



## ST. LOUIS MERCHANTS EXCHANGE MEMBERS

When you think of CONSIGNMENTS  
Think of ST. LOUIS  
Then think of

**CONNOR BROS. & CO.**

3rd and Pine Sts., ST. LOUIS

Future orders executed St. Louis and Chicago Grain and Hay

John Mullally, Pres. Martin J. Mullally, V.-Pres.  
Vincent M. Jones, Secy. and Treas.

**JOHN MULLALLY COMMISSION CO.**  
**GRAIN, HAY and SEEDS**

Consignments and Correspondence Solicited.  
Your shipments will have our best attention.  
Chamber of Commerce, ST. LOUIS, MO.

MARSHALL HALL, Pres. J. B. BETHUNE, Sec.-Treas.

**W. L. GREEN COMMISSION CO.**  
**GRAIN**

Members } Merchants Exchange of St. Louis  
Chicago Board of Trade.  
203 Merchants Exchange, ST. LOUIS, MO.

**Consigning Any Hay  
to St. Louis?**

Try F. M. McCLELLAND & CO.

409 Chamber of Commerce, St. Louis, Mo.



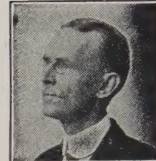
A. F. EATON, Pres.

**CONSIGN YOUR GRAIN, SEEDS AND  
HAY TO THE LIVE ONES**

**Eaton, McClellan Com. Co.**

25 years experience in the commission business.

206 Merchants' Exchange St. Louis, Mo.



C. W. McClellan, Vice-Pres.

**Toberman, Mackey & Co.**

Receivers and Shippers

**HAY AND GRAIN**

Members Merchants Exchange

and National Hay Association.

PIERCE BLDG. ST. LOUIS, MO.

CONSIGNMENTS SOLICITED

**MORTON & CO.**

**GRAIN - HAY - SEEDS**

COMMISSION ONLY

Merchants Exchange, ST. LOUIS, MO.

**Geo. A. Adams Commission Co.**

**GRAIN COMMISSION**

407 Merchants Exchange, ST. LOUIS, MO.

W. C. GOFFE G. S. CARKENER  
G. C. MARTIN, Jr.

**Goffe & Carkener Co.**

**ST LOUIS**

CONSIGNMENTS SOLICITED

Members { Merchants Exchange, St. Louis  
Kansas City Board of Trade  
Chicago Board of Trade

**Powell & O'Rourke**

Receivers and Shippers  
of

**GRAIN**

St. Louis

Missouri

**PICKER & BEARDSLEY  
COMMISSION CO.**

Solicit your consignments  
of

GRAIN, HAY and GRASS SEED

Established 1876

**ST. LOUIS, MO.**

**Nanson Commission Co.**

(INCORPORATED)

**GRAIN AND HAY**

Write us for full  
information on  
St. Louis Markets

202 Chamber of Commerce  
**ST. LOUIS**

Consignments  
a Specialty

**ROBINSON'S Telegraphic  
Cipher Code (Revised)**

Is more extensively used by  
Grain and Provision Dealers

than all other codes combined. It is compact,  
small and can be easily carried in the pocket.  
Get the latest edition; by using it your mes-  
sages will be understood, you will save time  
and expense.

Price, leather, gilt edges, \$2.00.

Your name in gilt letters on front cover, 25c extra.

**GRAIN DEALERS JOURNAL**

255 La Salle St.

CHICAGO, ILL.

**RAILROAD CLAIMS BOOK**

This book is designed to facilitate the making of Claims against railroads  
and keeping a complete record of them. There are four forms arranged so a  
carbon copy can be kept of each claim, as follows:

Form A. Loss of weight in transit.

Form B. Loss in market value due to delay.

Form C. Loss in quality due to delay in transit.

Form D. Loss in market value due to delay in furnishing cars.

This book will save its price many times over by economizing time and  
labor, and insuring an accurate and complete record.

ORDER FORM 411. PRICE \$1.25.

**GRAIN DEALERS JOURNAL,**

255 La Salle Street, CHICAGO, ILL.



## OMAHA GRAIN EXCHANGE MEMBERS

### CAVERS ELEVATOR COMPANY OMAHA, NEB.

Buy, Sell, Handle Consignments, Grain and Hay, make Pure Corn Chops, Sack grain, quote prices delivered any R. R. station.

### Welsh Grain Company

Grain Consignments Solicited.  
Grain and Hay for sale, ask for prices.

Brandeis Building - - - OMAHA

### Nebraska-Iowa Grain Co. ELEVATOR and GRAIN

762 to 772 Brandeis Building, OMAHA, NEBRASKA

Milling Wheat our Specialty  
Consignments will Receive our Special Attention  
Call us up for Quotations

Established 1869 Incorporated 1885

### Crowell Lumber & Grain Co.

PAID UP CAPITAL, \$400,000

Receivers and Shippers: Wheat, Corn, Oats  
Consignments Solicited

OMAHA - - - NEB.

### Imperial Milling Co. Elevator

Office, Brandeis Bldg., Omaha, Neb.

We buy and sell Grain, Sack Grain,  
and Solicit Consignments.

### Holmquist Elevator Co. OMAHA, NEB.

Receivers and shippers of all kinds of grain.  
Sacked corn and oats a specialty.  
Consignments solicited.

### Middle West Elevator Co.

Receivers and Shippers of Grain  
Consignments Solicited.

OMAHA - - - NEBRASKA

### Cifer Codes

ALL KINDS.

WRITE FOR CATALOG TO

Grain Dealers Journal

CHICAGO, ILL.

### MISSOURI VALLEY ELEVATOR COMPANY

Omaha, Nebr.

Milling Wheat

Corn for feeding trade

Our facilities for handling your orders are the best.

### Quotation Record

16 sheets of bond paper ruled to facilitate keeping a daily record of the market prices of options on "Change." Each sheet or chart is headed "Board of Trade Quotations for the Week Commencing Monday—190—." Each sheet has twelve columns provided for different options, four for Wheat, four for Corn and four for Oats; also spaces for the market on each at 9:30, 10:30, 11:30 and 12:30 and the close, as well as the closing price the previous week.

As a handy reference record of market prices it has no equal. Each sheet is 9½x9½ inches and has spaces for one week's record. The sheets are put up in blocks of sixty—a year's supply. Order Form 97A, price 75 cents.

GRAIN DEALERS JOURNAL  
255 La Salle Street CHICAGO, ILL.

STRICTLY **THE CONSIGNMENT** FIRM  
LET US HANDLE THAT NEXT CAR

**MERRIAM COMMISSION CO.**

BRANDEIS BLDG. OMAHA, NEB.

WE do not claim that we break records in prices, but that every one we do get is SATISFACTORY. Looking for that kind?

CONSIGN TO

**ROBERTS GRAIN COMPANY**

728-730 Brandeis Bldg. Grain Merchants OMAHA, NEB

## INDIANAPOLIS BOARD OF TRADE MEMBERS

### MUTUAL GRAIN CO. Thoroughly Reliable

Send it to the Mutual—that consignment, that sale to arrive or that inquiry. Send us your grain. We are prompt. We can place your new corn.

618 Board of Trade Building  
Indianapolis Indiana

### The Cary Jackson Grain Co.

When in the market to buy or sell,  
write or wire us

CONSIGNMENTS SOLICITED

610 Board of Trade Indianapolis, Ind.

### JORDAN & MONTGOMERY CO.

623 Board of Trade Bldg., Indianapolis, Ind.

WHOLESALE GRAIN

Terminal Elevator. We handle salvage grain.

### Drive

Your business. Hitch up with an ad. in the Grain Dealers Journal. You will then have a pleasant and profitable ride.

### CARE IN CONSIGNMENTS

COUPLED WITH

44 YEARS OF EXPERIENCE

IS OUR GUARANTEE OF

UNEXCELLED SERVICE

B. B. MINOR

718 Board of Trade Bldg., Indianapolis, Ind.

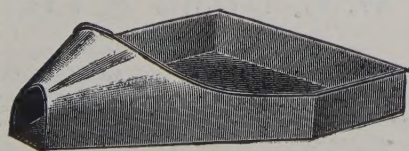
### The Bassett Grain Co.

Indianapolis, Indiana

616 Board of Trade Building

Phones 80

### GRAIN SAMPLE PAN



For Examining Samples of Grain and Seeds.  
Made of Aluminum, strong, light and well made.  
Will not Rust or Tarnish.

Grain Size, 2½x12x16½ inches..... \$1.50  
Seed Size, 1½x9x11 inches..... \$1.25

GRAIN DEALERS JOURNAL, 255 La Salle St., CHICAGO

## CORN IS KING

Ship that first car to me.  
I'll get you TOP PRICES.

CONSIGNMENTS SOLICITED

**JOE F. COPPOCK**

621 Board of Trade

INDIANAPOLIS, IND.

Figure the amount of advertising carried—Can you doubt our ability to **Produce Results**



**KANSAS CITY BOARD OF TRADE MEMBERS**

R. J. TERREHER, Pres. L. A. FULLER, Secy

**Thresher Fuller Grain Co.**  
**Grain Commission Merchants**Consignments Solicited  
Grain Bought and Sold for Future Delivery  
340-311 Board of Trade, KANSAS CITY, MO.**The Adams Commission Co.**  
Board of Trade, - Kansas City, Mo.Consignments of Cash Grain Solicited  
Write for our Market Letter, free on application  
Orders for future delivery executed in all Markets**A.C. DAVIS & CO.**Grain Commission  
Mill orders a specialty  
Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A.**Moore-Lawless Grain Co.**Conscientious Service on Consignments  
KANSAS CITY MISSOURI**MOSS GRAIN CO.**Consignments and  
Future Orders SolicitedMEMBER  
KANSAS CITY BOARD OF TRADEEstablished in the Kansas City  
Grain Trade for more than  
a Quarter of a CenturyIf you are not shipping us,  
Send us a car when shipping others.By comparison you will find  
the service we render!**ERNST-DAVIS  
GRAIN COMPANY**

KANSAS CITY, MO.

Special Attention Given to Futures

Members:  
KANSAS CITY BOARD OF TRADE.  
CHICAGO BOARD OF TRADE.  
ST. LOUIS MERCHANTS' EXCHANGE.**KAFFIR CORN  
MILO MAIZE GRAIN**CANE AND OTHER FIELD SEEDS  
B. C. CHRISTOPHER & CO.Consignments and Orders Solicited  
Grain Bought and Sold for future delivery  
316 to 321 Board of Trade  
KANSAS CITY, MO.**Do You Want**

The grain trade news? Then subscribe for the Grain Dealers Journal. Twice each month for \$1.50 per year.

**ROAHEN-CARY GRAIN CO.**

GOOD PRICES—QUICK SETTLEMENTS

KANSAS CITY - - - MISSOURI

**Clark's Car Load Grain Tables**

SEVENTH EDITION.

REVISED AND ENLARGED

With these tables you can quickly check up all reductions and detect and prevent errors, which in the car lot business are liable to run into the hundreds of bushels.

Largest and most complete car load reduction table ever published. Five new tables have been added and a set of tables for Malt is included in this new edition. RANGE—Oats and Cotton Seed (32 lbs.), 7 tables, from 20,000 to 97,000 lbs. Malt (34 lbs.), 5 tables, from 20,000 to 75,000 lbs.

Barley, Buckwheat and Hungarian Grass Seed (45 lbs.), 7 tables, from 20,000 to 97,000 lbs. Corn, Rye and Flax Seed (56 lbs.), 9 tables from 20,000 to 118,000 lbs. Wheat, Clover, Peas and Potatoes (60 lbs.), 9 tables, from 20,000 to 118,000 lbs. The number of bushels in any weight of grain within the numbers specified above are given in bold face type, the remaining pounds in light face type. Pounds are printed in red and bushels in black.

PAPER—These tables are printed on durable heavy linen ledger paper and bound in leather covers with marginal index.

Price, delivered, \$2.50

GRAIN DEALERS JOURNAL

La Salle Street,

Chicago, Illinois

**THE 6-COLUMN ENTRY BOOK**

is designed for original entry work, but it is adaptable to many different uses. It has one wide column and 5 narrow columns on each of its 150, 9½x12 inch pages. The column headings are blank and can be filled in by user to suit his requirements. The book is made from canary colored writing paper, clearly ruled in three colors, and bound in marble board covers with Russia leather back and corners. Order Form No. 726. Price \$1.00

GRAIN DEALERS JOURNAL,

La Salle Street, - CHICAGO, ILL.

**MILWAUKEE CHAMBER OF COMMERCE MEMBERS****Grain Dealers**

It is no speculation to ship us your grain. It's a sure thing you will be satisfied.

L. BARTLETT & SON CO.  
Milwaukee Chamber of Commerce**STACKS & KELLOGG  
GRAIN MERCHANTS**

909-11 Railway Exchange Bldg., MILWAUKEE, WIS.

We also handle all grades of chicken feed wheat feed barley, screenings, off-grade and damaged grain.

**C. E. Dingwall Co.**

MILWAUKEE, WIS.

**GRAIN and FEED**

We buy off-grade and damaged grain of any character, screenings and mill and elevator offal.

**FEED AND GRAIN  
BEST GRADES ONLY****FRANKE GRAIN CO.  
BROKERS**

415-417 CHAMBER OF COMMERCE

CHICAGO MINNEAPOLIS

**J. V. LAUER & CO.**GRAIN COMMISSION  
BARLEY A SPECIALTYShip us your grain in your next car  
Chamber of Commerce  
MILWAUKEE, WIS.For best prices and best service  
Insert our name in your next Bill of Lading.**O. C. OWEN & CO.**

Grain Commission

502 Chamber of Commerce, MILWAUKEE

A Want Ad in the JOURNAL  
printed,  
Brings Business, Gets Results  
Unstinted.



# CHICAGO BOARD OF TRADE MEMBERS

PHILIP H. SCHIFFLIN President  
EUGENE SCHIFFLIN Sec'y and Treas.

**Philip H. Schiffin & Co.**  
(INCORPORATED)

**Commission Merchants**  
GRAIN, SEEDS and PROVISIONS

515-518 Postal Telegraph Bldg.  
Tel. Harrison 833 CHICAGO, ILL.

**IF YOU WERE PUTTING  
MONEY IN A BANK**

you would select an institution that was strong financially—one with ample capital to protect you in any emergency.

Why not use the same caution when shipping your grain?

**ROSENBAUM BROTHERS**

COMMISSION MERCHANTS

77 Board of Trade CHICAGO  
WE SOLICIT YOUR CORRESPONDENCE

**Receivers and Shippers  
OF**

**Grain  
Seeds  
Provisions**

**E. W. BAILEY & CO.**

Commission Merchants

72 Board of Trade Chicago, Ill.

B. S. WILSON

HARRY BOORE

**B. S. WILSON & CO.**  
**GRAIN, SEEDS and PROVISIONS**

1118-1119 Royal Insurance Building  
CHICAGO, ILL.

Succeeding to the Commission Business of  
T. E. WELLS & CO.

W. M. TIMBERLAKE,

Manager Grain Department

**C. H. THAYER & CO.**

Your Consignments and  
Future Orders Solicited

206 So. La Salle St. CHICAGO

**Henry H. Freeman & Co.**

COMMISSION MERCHANTS

GRAIN HAY STRAW

66 BOARD OF TRADE, CHICAGO

**WALTER FITCH & CO.**

Solicit your cash consignments  
and future orders.

ROOM 1, BOARD OF TRADE  
W. K. MITCHELL, Manager Cash Grain Dept.

**Experience**

For 30 years we have been Active Members  
of Chicago Board of Trade.

This extensive experience qualifies us to  
advise our customers when making investments.

Our Market Letter is Free.  
Send for it to-day to

**W. G. Press & Co.**

Grain, Provisions, Stocks

206 S. La Salle St., Chicago, Ill.

**Lamson Bros. & Co.**

ESTABLISHED 1874

Commission Merchants

**Grain Consignments  
Solicited**

Also future delivery orders on all exchanges.

Grain—Provisions—Stocks—Cotton

6 Board of Trade CHICAGO

**W. H. MERRITT CO.**  
**Grain Buyers and Shippers**

CORRESPONDENCE SOLICITED

87 Board of Trade, Chicago, Ill.

**H. M. PAYNTER**  
GRAIN COMMISSION

Special attention given consignments of grain  
and seeds. Orders in futures carefully executed  
402-408 Western Union Bldg., Chicago  
All business transacted through and confirmed  
by H. W. Rogers & Bro.

**WE BUY and SELL** for future delivery;  
**WE BUY AND SHIP; RECEIVE AND SELL;**  
ON COMMISSION

We are gratified that the personal attention we give  
our customers' transactions is recognized, and  
increased business has been our reward.

We hope to merit the confidence of our friends in the  
future, and promise them the best we have

W. A. FRASER CO.

715 Royal Ins. Bldg.,

CHICAGO

**REQUA BROTHERS**  
CHICAGO

Stands for Prompt Returns, undivided  
attention to selling Consignments.  
Give us a Trial.

FRANK E. GULICK,

Manager Rec. Dept.

Harry F. Todd  
President & Manager

Consignments  
Solicited.

We place  
grain to  
arrive.

Wm. Simons  
Sec'y & Treas.



Warren T. McCray  
Vice-President

Future  
orders  
given  
personal  
attention.

Edgar E. Rice  
Dean L. Moberley  
Representatives



## CHICAGO BOARD OF TRADE MEMBERS

**Shippers!****J. H. DOLE & CO.**

H. N. SAGER, Sec'y

GEO. S. DOLE, Pres.

**For Best Results**

226 South La Salle Street

Established 1852

CHICAGO, ILL.

**TO GRAIN SHIPPERS**

WE Confidently solicit your consignments and Chicago Board of Trade orders because our long years of *experience*, since 1876, in this market qualifies us to give you helpful sales counsel and our splendid office *facilities* and *connections* enable us to render prompt service

**CRIGHTON & LASIER**

408-9-10 Postal Telegraph Building

CHICAGO, ILL.

H. W. Rogers

J. C. Rogers

**H. W. ROGERS & BRO.**GRAIN, SEED AND PROVISIONS  
COMMISSION MERCHANTS

402-408 Western Union Bldg. CHICAGO

H. W. Rogers, Pres.

J. C. Rogers, Vice-Pres.

**ROGERS GRAIN COMPANY**

Buyers and Shippers of Grain.

References: Corn Exchange National Bank  
First National Bank.

402-408 Western Union Building

CHICAGO

The day you do not receive our quotations **YOU LOSE** an opportunity to become one of our many satisfied buyers.

*Request them at once.***A FULL LINE OF HIGH GRADE OATS****ELMORE, SQUIRE & CO.**

Postal Tel. Bldg.

CHICAGO, ILL.

**UPDIKE Commission Co.****GRAIN AND PROVISIONS**

Postal Telegraph Bldg. CHICAGO, ILL.

We solicit your consignments of grain.

We have every facility and convenience for the prompt execution of your cash orders or future delivery orders.

Correspondence Solicited.

**Want a Job?**—Advertise in the Situation Wanted columns of the Grain Dealers Journal.**Wagon Loads Received**

A book for the use of country grain buyers in keeping a record of grain received from farmers.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners.  
Order Form 380. Price, \$1.50**GRAIN DEALERS JOURNAL**

La Salle Street, CHICAGO, ILL.

**Record of Cars Shipped**

Is a book designed especially for country shippers in keeping a complete record of each car of grain shipped.

It is ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½x12 inches, and contains 160 pages of linen ledger paper, 29 lines to each page, and has spaces for recording the foregoing facts regarding 2,230 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. PRICE, \$1.50.

**GRAIN DEALERS JOURNAL**

La Salle Street, CHICAGO, ILL.



**CHICAGO** BOARD OF TRADE MEMBERS

**SOMERS, JONES & Co.**

COMMISSION MERCHANTS

**GRAIN AND FIELD SEEDS**

Consign your **GRAIN** and **SEEDS** to us for close personal attention and best possible results. We are amply prepared to give the best of service on consignments of cash grain and seeds and on orders for future delivery.

**Ship us that next car.**

**Send for our market letters.**

**CHICAGO  
MILWAUKEE  
MINNEAPOLIS**

Make drafts on us and address all correspondence to us at

**82 Board of Trade, CHICAGO.**

**RUMSEY & COMPANY**  
RECEIVERS OF CONSIGNMENTS  
RESPONSIBILITY & CONSERVATISM  
**CHICAGO**



**ALWAYS AT YOUR SERVICE**

**J. C. SHAFFER & COMPANY**

GRAIN COMMISSION MERCHANTS

234 So. La Salle Street

CHICAGO, ILL.

**ARMOUR GRAIN COMPANY**  
**CONSIGNMENTS SOLICITED**

We are Fully Equipped in Every Way to Give Best Service in Chicago

137 S. LA SALLE ST.

CHICAGO

**Hooper Grain Co.**

**OAT  
SHIPPERS**

Operate Atlantic and Grand  
Trunk Western Elevators  
Chicago

**CHOICE OF CHICAGO**

In Consignments

Its offered opportunities. Reputation attracts. Results decide

**CONSIGN TO**

**NASH-WRIGHT GRAIN COMPANY**

"IT'S THE SERVICE"

**Commission** Grain, Provisions and Seeds **Merchants**

Receivers and Shippers of Grain. Orders executed for cash  
and future delivery.

717-720 Postal Telegraph Building

Long Distance Phone Harrison 2379

CHICAGO, ILLINOIS





## CHICAGO BOARD OF TRADE MEMBERS

*think it over—*

the habit of consigning to

**J. P. GRIFFIN & COMPANY**

becomes a custom after the first consignment.

TRAVELING REPRESENTATIVES

R. G. Freymark  
F. B. Lewis  
S. F. Spalding**GRAIN COMMISSION****61 Board of Trade  
CHICAGO****W. H. PERRINE & CO.**  
(INCORPORATED)

COMMISSION MERCHANTS

Consignments a Specialty.

314 Postal Telegraph Bldg., Chicago, Ill.

ESTABLISHED 1870  
**W. R. MUMFORD & CO.**  
**HAY GRAIN**  
AND MILL STUFFS  
COMMISSION MERCHANTS  
437 POSTAL TEL. BLDG., CHICAGO**HENRY RANG & CO.**  
**GRAIN AND SEEDS**  
**Barley a Specialty**

CONSIGNMENTS SOLICITED

230 S. La Salle Street

CHICAGO

Traveling Representatives { W. R. HYDE  
J. R. MURRELFINLEY BARRELL  
PETER J. MALONEY  
FREDERICK C. ALDRICHEUGENE R. PIKE  
BENJAMIN BLOCK  
WILLIAM E. WHITE**Finley Barrell & Co.**GRAIN  
PROVISIONS  
STOCKS

Monadnock Block CHICAGO

WRITE FOR

**Adolph Kempner Co.'s**

DAILY MARKET LETTER

BY

Adolph Kempner and Geo. H. Phillips

50 Board of Trade

CHICAGO

FOR every cause under the sun  
There is a reason or there is none.

Grain dealers noting a difference in the service, which is good prices and prompt returns

*Consign to***Carhart, Code, Harwood Company**

36 Board of Trade

CHICAGO, ILL.

**You Know**

You want to do business with the grain shippers. Tell them so. The Grain Dealers Journal reaches them.

**Written Contracts Book**

This book is planned for recording agreements for the delivery of grain bought. By its use each party there-to obtains a clear statement of what is intended by the other, and the farmer lives up to his contract.

The stub is signed by the farmer certifying that he has sold.....bushels of..... at.....per bu., to be delivered on or before..... It also certifies that he has received.....dollars on the contract. The other part is signed by the elevator man and given to the farmer. It certifies that the elevator man has bought so much grain, etc.

Each book contains 50 contracts, numbered in duplicate, printed on bond paper, size 12x4 1/4". If you contract for grain you cannot afford to be without these blanks.

Order form No. 9. Price, 50 cents

**GRAIN DEALERS JOURNAL**

255 La Salle St. CHICAGO, ILL.

**CLARK'S GRAIN TABLES FOR WAGON LOADS**

TWELFTH EDITION

The best and most complete edition of these popular reduction tables ever issued.

It contains 16 grain tables and two pages of freight tables all printed from heavy-faced type in two colors on 175-pound Manila stock. It is re-inforced at back with silk cloth.

Marginal index for quickly finding table wanted.

All reductions are complete on one page. It has a range from 100 to 4,090 lbs. on 10-pound breaks.

The tables show the following reductions: Oats at 32 lbs., 33 lbs. and 35 lbs. Timothy Seed, 45 lbs. Barley, Hungarian Grass Seed and Corn Meal at 48 lbs. Barley at 50 lbs. Shelled Corn, Rye and Flax Seed at 56 lbs. Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs. Wheat, 60 lbs., with 1, 2 3 and 5 lbs. dockage. Ear Corn at 70 lbs., 72 lbs., 75 lbs. and 80 lbs. per bu.

Freight table shows rate per bushel at 60, 56, 48 and 32 lbs. per bu. when the rate per 100 lbs. is 1 to 30 1/2 cents in 1/2 cent rises Price postpaid 50 cents

**Grain Dealers Journal**

255 La Salle Street

CHICAGO, ILL.



## BUFFALO CORN EXCHANGE MEMBERS

W. W. Alder

T. J. Stofer

### ALDER-STOFER GRAIN CO.

Consignments a Specialty

619-621 Chamber of Commerce  
BUFFALO, N. Y.

### Henry D. Waters Grain Commission Merchant

Consignments Solicited

635 Chamber of Commerce, BUFFALO, N. Y.

### WANTED:

Green pea screenings in carloads or less than carloads.

**BUFFALO CEREAL COMPANY**  
BUFFALO, NEW YORK

GRAIN SHIPPERS, lend us your ears, so that we might tell you how you can BEST promote your interest by consigning your Grain to

**The Churchill Grain & Seed Co.**  
BUFFALO, NEW YORK

### REMEMBER

When making consignments to Buffalo, that I do a

STRICTLY COMMISSION BUSINESS  
**W. G. HEATHFIELD**  
Member of Corn Exchange BUFFALO, N. Y.

### THE TOWNSEND-WARD CO. GRAIN COMMISSION

633 Chamber of Commerce, BUFFALO, N. Y.

Consignments Solicited.  
Personal Attention Given All Shipments.

### THE ELECTRIC GRAIN ELEVATOR CO.

Receivers and Shippers of

**Grain, Mill Feeds and Hay**

Correspondence and Consignments Solicited

321 Chamber of Commerce, BUFFALO, N. Y.

### A. W. HAROLD GRAIN

## BARLEY

A SPECIALTY

717 Chamber of Commerce, Buffalo, N. Y.

### PRATT & CO.

Grain Commission Merchants

Correspondence Solicited

817-829 Chamber of Commerce  
BUFFALO, N. Y.

## BURNS GRAIN CO.

BIDS SENT ON APPLICATION.

CONSIGNMENTS SOLICITED.

## EASTERN GRAIN COMPANY BUFFALO, N. Y.

MEMBERS OF  
CHICAGO BOARD OF TRADE    BUFFALO CORN EXCHANGE    GRAIN DEALERS' NAT'L ASSN.

CORRESPONDENCE INVITED.

RETURNS RENDERED PROMPTLY.

## NEW YORK PRODUCE EXCHANGE MEMBERS

### CUSHING & BRANDT

424 Produce Exchange, New York  
Commission Merchants, Cif Grain  
Brokers and Buyers of Cash Grain  
LIBERAL ADVANCES ON CONSIGNMENTS  
WHICH WE SOLICIT

Make us Offers of Low Grades of Wheat  
and Hot Corn  
WILL ALWAYS RESPOND

Members:—N. Y. Produce Exchange, Chicago  
Board of Trade, Buffalo Corn Ex-  
change, National Grain Dealers  
Association.

### CONSIDER NEW YORK

IT IS THE GREAT EASTERN  
GRAIN MARKET

IT IS THE LEADING  
EXPORT MARKET

We have exceptional facilities for  
handling your Consignments. Cash  
offers solicited.

Write us for Particulars.

### L. A. MOREY CO.

Produce Exchange, New York., N. Y.

### L.W.FORBELL & CO.

COMMISSION MERCHANTS

**GRAIN AND MILL FEED; OATS  
A SPECIALTY**

Consignments Solicited

342 Produce Exchange, NEW YORK CITY

### Grain Shippers

and in fact all grain men who are  
wide awake and on the alert to  
get onto all the ins and outs of the  
grain business, subscribe for and  
read the Grain Dealers Journal.

We have induced reliable advertisers to talk to you.  
If they interest you, mention that you saw it in The

## Grain Dealers Journal



**MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS****GEORGE W. MURFIN**

STRICTLY  
GRAIN COMMISSION  
Chamber of Commerce, MINNEAPOLIS, MINN.

SHIP TO  
**H. POEHLER CO.**  
EST. 1855  
GRAIN COMMISSION  
MINNEAPOLIS DULUTH

MILWAUKEE CHICAGO  
**E. A. BROWN & CO.**  
GRAIN COMMISSION  
MINNEAPOLIS, MINN.  
Consignments Solicited. Prompt Returns  
Guaranteed.

**J. H. Riheldaffer Co.**

153 Chamber of Commerce Annex  
MINNEAPOLIS

**Grain Commission**

Careful personal attention given  
to consignments.

**NYE, JENKS & CO.**

Grain Receivers  
and Shippers

**WHEAT BARLEY RYE**

Careful Attention given all orders from  
Millers and Maltsters  
MINNEAPOLIS, MINN.

**OTTO A. ZIMMERMAN**

Grain Commission Merchant

I Specialize on **BARLEY**

WRITE ME  
128 Corn Exchange Bldg., MINNEAPOLIS

**YOU KNOW**

you want to do business with  
the grain shippers.  
Tell them so. The Grain  
Dealers Journal reaches them

**FLAX****Vaughan & Brackett Co.**

1001 Chamber of Commerce, MINNEAPOLIS, MINN.

Before selling your flax to arrive or consigning, call us on the telephone.  
Our Prices will Interest You.

**CONSIGN TO**

not on our word but on  
the word of the shipper  
who does. Do you?

**IT PAYS**

Write for our market letter today.

**J. M. Davies & Co.**  
**GRAIN COMMISSION**

Duluth Minneapolis Milwaukee

**New Crop is Now Here**

Don't forget that we are  
always "ON THE JOB" pro-  
tecting the shippers' inter-  
ests in every particular.

Send us samples of new  
grain with "to-arrive" selling  
limits.

**GOULD ELEVATOR CO.**

Paid Up Capital \$75,000

MINNEAPOLIS, MINN.

F. J. SEIDL

P. M. INGOLD

We own Fireproof Terminal Elevator  
at Minneapolis for transferring and  
cleaning our customers' grain, but do  
not own country elevators.

**Fraser-Smith Co.**

GRAIN COMMISSION

Duluth

MINNEAPOLIS

Milwaukee

**WHEAT**

J. F. Fraser

**BARLEY**

M. W. Smith

**CORN and OATS**

R. G. Sims

**INDIVIDUAL**

ATTENTION

GIVES BEST

RESULTS

**Grain Receiving and Stock Book**

Is a book designed especially for keeping a record  
of each kind of grain received at a country eleva-  
tor in a separate column so that the buyer by  
adding up the columns may quickly determine the  
number of bushels of each kind of grain on hand.  
Columns are also provided for date, name, gross,  
tare, net lbs., price, amount paid and remarks.

Printed on heavy Linen Ledger paper, well bound  
with leather back and corners. Each of its 160  
pages is 9x12 inches, giving room for recording  
20 wagon loads.

Order Form No. 321.

PRICE, \$1.50

**GRAIN DEALERS JOURNAL**

La Salle Street, Chicago, Ill.

**Grain Receiving Ledger**

A book designed for use by Grain Buyers who keep in-  
dividual accounts with farmer patrons. Is ruled for facts  
regarding wagon loads received. Its column headings  
being: Date, Article, Gross, Tare, Net, Bushels and  
Pounds, Price, Debit, Credit and Remarks.

Each of its 204 pages of linen ledger paper, size, 8½x13½ inches,  
is ruled for 42 wagon loads and numbered. Each page may  
be used for one or more accounts as desired. A marginal  
index is bound in front. Bound in cloth with leather back  
and corners. Order Form 43.

PRICE, \$2.25

**GRAIN DEALERS JOURNAL**

La Salle St., Chicago, Ill.



## MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS

### The VAN DUSEN-HARRINGTON Co. GRAIN COMMISSION

Write for prices and samples. We solicit your consignments and futures business.

Minneapolis Winnipeg Duluth Kansas City

Uniformly good results by shipping grain and sending orders for futures to

**WERNLI-ANDERSON CO.**  
Minneapolis, Minn.

### H. L. HANKINSON & CO.

GRAIN COMMISSION

Solicit Your Consignments

MINNEAPOLIS

MILWAUKEE

DULUTH

E. L. Welch, Prest. & Treas. C. A. Malmquist, V. Prest. T. H. Welch, Secy.



YOU WILL BE PLEASED WITH OUR SERVICE

The way to prove this is to send us a trial order, or consign to us a car of grain. Years of actual experience qualifies us to fulfill our promises.

## MEMPHIS MERCHANTS EXCHANGE MEMBERS

**OATS:** If you want to sell your new oats and new HAY to advantage, CONSIGN your cars First to to MEMPHIS; Second to J. B. HORTON & CO. Get ahead of the big movement and obtain for yourself our handsome premiums prevailing for track stuff.

**OUR GUARANTEE:** We make you no outlandish promises but we do guarantee you honest service, the top of our market; quick returns; personal attention; OFFICIAL weights and grades; ample protection. We represent the shipper, not the buyer, and a pleased shipper means a REPEAT-ER. We have a long list of repeaters; make the start—get on the list. A trial shipment will convince you.

CONSIGN NOW  
TO

**J. B. HORTON & CO.**  
CONSIGNMENT SPECIALISTS

Memphis, Tenn.

Quotations furnished regularly on application  
WRITE

MILL CAPACITY:  
1,000 Bbls. Meal  
4,000 Sacks Chop

STORAGE  
Elevator, 50,000 Bu.  
Warehouse, 100 Cars

**DAVIS & ANDREWS CO.**  
CORN MILLERS  
and Wholesale Grain & Hay Dealers  
MEMPHIS, TENN.

Look up, and then send your consignments to  
**W. D. Moon & Company**  
Receivers and Shippers HAY and GRAIN  
MEMPHIS, TENN.

**RANIER, CONNELL & McFADDEN**  
WHOLESALE  
Dealers in GRAIN, HAY and all Kinds  
MILL FEED. Manufacturers of  
PERFECTION FEED.  
MEMPHIS, TENN.

### Want an Elevator?

Then consult the "Elevators for Sale" columns in this issue of the Grain Dealers Journal.

CONSIGN TO US—We Get Highest Market Prices

**GRAIN, HAY and MILL FEED**  
SCRUGGS, ROBINSON & CO.,  
MEMPHIS, TENN.

Strictly Commission Merchants—Not Buyers

W. P. BROWN Established 1866 GEORGE READ  
**W. P. BROWN & CO.**  
MEMPHIS, TENN.  
Wholesale Hay and Grain  
Red Rust Proof Seed Oats

MEMBERS: ESTABLISHED 1893  
Illinois Grain Dealers' Assn.  
Oklahoma Grain Dealers' Assn.  
National Hay Assn.  
Memphis Merchants' Exchange  
REFERENCES:  
Mercantile Agencies  
**JOHN WADE & SONS**  
MEMPHIS, TENN.

Receivers and Shippers  
**Hay, Grain, Mill Feed**  
Memphis Merchants' Exchange Official Weighing and Inspection Certificates furnished on all shipments of Hay and Grain.  
Our bulk Elevator capacity 100,000 bushels.  
Hay Warehouse 100 Cars.  
Offices, Elevator and Warehouses are located on I. G. and Y. & M. V. Railroads.  
We Solicit Your Consignments

## GRAIN CONTRACTS

Form 10 is a duplicating grain contract book, containing 100 original and 100 duplicate contracts for contracting the purchase of grain from farmers; originals and duplicates are printed on bond paper of different colors, with spaces on the back of the leaf for entering grain delivered on the contract. By placing a sheet of carbon paper between the original and the duplicate, each entry on one is duplicated on the other. The contracts are numbered in duplicate. Each bound, size 5 1/2 x 3 1/2 inches. Machine perforated. Price, with four sheets of carbon paper, 5 cents.

**GRAIN DEALERS JOURNAL**  
315 S. La Salle St., Chicago, Ill.

# Write Us

H. J. Hasenwinkle Co., want your consignments for the Memphis market.

## Sales, Shipments and Returns

A book invaluable to the country grain shipper for keeping a detailed record of his sales, shipments and returns. Its use will save much time and book work. The pages are used double. The left-hand pages are ruled for recording SALES and SHIPMENTS; the right-hand pages for RETURNS. SALES column headings are Date, Amount Sold, Price, Grain, Terms. SHIPMENTS headings are Date, Car Number and Initial, Our Weights, In Bushels, Grade, Route, Rate. RETURNS headings are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks. Each of its 152 pages of heavy linen ledger, is 10 1/2 x 16 1/2 inches, contains lines so that records of over 2,200 cars can be entered. Bound in heavy canvas. Order Form 14AA. Price \$2.00.  
**GRAIN DEALERS JOURNAL,** La Salle St., CHICAGO, ILL.



**BALTIMORE CHAMBER OF COMMERCE MEMBERS****CHAS. ENGLAND & CO.**

Commission Merchants  
GRAIN :: HAY :: SEEDS  
308-310 Chamber of Commerce, BALTIMORE

Established 1882

**G. A. HAX & CO.**

COMMISSION  
Grain, Hay and Seeds  
445 North Street, BALTIMORE, MD.

**HAMMOND, SNYDER & CO., Inc.****GRAIN**

Receivers and Exporters, Consignments Solicited  
312-314 Chamber of Commerce  
BALTIMORE, MD

IN ONE SPOT 40 YEARS

Baltimore's way of inspecting corn has always been satisfactory to shippers. Facilities for handling second to none. Bear these important facts in mind and for results and quick returns ship to

**Frame, Knight & Co.**

D. Yulee Huyett, Mgr., Western Grain Dept.  
Grain and Hay Commission  
BALTIMORE, MD.

Liberal advancements on all shipments

REFERENCE: NATIONAL MARINE BANK

*Do You Sell or Consign***KIRWAN BROS. GRAIN COMPANY**

BALTIMORE, MD.  
Buyers, Receivers and Shippers  
**THEY GET RESULTS**

John M. Dennis, President.  
Ferdinand A. Meyer, Vice-President.  
Thos. C. Craft, Jr., Treasurer.

**LOUIS MÜLLER CO.**

Grain Receivers and Exporters  
BALTIMORE, MD.

**CONSIGNMENTS A SPECIALTY****JOHN T. FAHEY & CO.**

Commission Merchants  
Grain Receivers and Shippers  
In the Market every day  
Remember us on Rye BALTIMORE, MD.

Give Your Ad a Chance to  
**MAKE GOOD**

Run it in the  
**GRAIN DEALERS JOURNAL**

**TOLEDO PRODUCE EXCHANGE MEMBERS****WHEN "SEEDY"**

TRY

**C. A. KING & CO.**

Futures and Consignments.  
Red Clover, Timothy and Alsike.  
**TOLEDO Leads the World**

**QUICK RETURNS**

Is what the shipper likes.  
Grain shipped to Toledo comes  
Through promptly. We let  
Shippers know at once how  
it grades, etc.  
Also send checks promptly.

**J. F. ZAHM & CO.**

Toledo, - - - Ohio  
"At it since 1879"

**CIPHER CODES**

We carry the following cipher codes in stock  
and can make prompt delivery

Robinson's Cipher Code, leather	-	-	2.00
Hay and Grain Cipher Code	-	-	1.00
A. B. C. Code, 5th Edition	-	-	7.00
Baltimore, Export Cable Code	-	-	8.00
Comparison Cable Code	-	-	5.00
Riverside Code, 5th Edition	-	-	3.00
Universal Grain Code	-	-	3.00
American Seed Trade Assn.'s Code	-	-	2.00
Stewart's International Code	-	-	.25

For any of the above, address

**GRAIN DEALERS JOURNAL,**  
315 So. La Salle St., CHICAGO, ILL.

E. L. Southworth Kenton D. Kellholtz

**Southworth & Company**

GRAIN, SEEDS and PROVISIONS  
86 and 87 Produce Exchange, Toledo, Ohio  
Both Long Distance Phones 555, Direct to Exchange  
Floor. Members Toledo Produce Exchange  
and Chicago Board of Trade.

**BOSTON CHAMBER OF COMMERCE MEMBERS**

**WE HANDLE** all kinds of grain and feed; also make a specialty of off grade and sample wheat, feed barley, kaffir corn, etc.

Correspond with us. Think it will pay you.

**THE D. W. RANLET CO.**

708 Chamber of Commerce Boston, Mass.

**The Value**

of an "ad" is not measured by  
what it costs but by what it  
pays the advertiser.

**MATTHEW D. BENZAQUIN**

**GRAIN AND FEED**  
Brokerage and Commission  
Domestic and Export

505 Chamber of Commerce, BOSTON, MASS.

**PEORIA BOARD OF TRADE MEMBERS****BUCKLEY, PURSLEY & CO.**

Commission Merchants  
**GRAIN AND SEEDS**  
10 Chamber of Commerce, PEORIA, ILL.

CONSIGN THAT NEXT CAR OF

**OATS to****W. W. Dewey & Sons**

COMMISSION  
MERCHANTS  
26 Chamber of Commerce PEORIA, ILL.

W. H. Ferrine, Pres. Frank M. Bunch, Treas.  
H. A. Ramsey, V. Pres. N. R. Moore, Sec'y & Mgr.

**RUMSEY, MOORE & CO.**

**GRAIN and COMMISSION**  
Board of Trade Building PEORIA, ILL.  
Your consignments solicited—Personal Attention—  
Quick returns to all  
Ask for Our Bids.

Consignments of and Orders  
for Grain Solicited

**F. W. ARNOLD & CO.,** Chamber of Commerce  
PEORIA, ILL.  
TELEPHONES: INTERSTATE 537, BELL 3831

Special and Personal Attention Given to  
Consignments and Quick Returns



## PHILADELPHIA COMMERCIAL EXCHANGE MEMBERS

**L. F. MILLER & SONS**  
 Receivers and Shippers of  
**GRAIN, FEED, SEEDS, HAY, ETC.**  
 CONSIGNMENTS SOLICITED  
 Office 2931 N. Broad St., PHILADELPHIA, PA.

**E. E. DELP GRAIN CO.**  
 ELEVATOR AND MILLS  
 BOURBON, IND.  
 Eastern Office, - Philadelphia Pa.

Established 1863  
**E. L. ROGERS & CO.**  
 COMMISSION MERCHANTS  
 Grain, Hay, etc. Consignments a Specialty.  
 358 Bourse Building  
**PHILADELPHIA, PA.**

**C**ORN and oats in split cars find a ready market here.

**M. F. BARINGER** THE BOURSE 502-3-4 **PHILADELPHIA**

**BROKER**  
 CORN, OATS and FEED  
 Accounts Solicited  
**A. B. CLEMMER,**  
 The Bourse Philadelphia

**ACCOUNT BOOKS** FOR SALE  
 BY  
 GRAIN DEALERS JOURNAL, CHICAGO

**YOU ARE LOSING MONEY**  
 If you do not avail yourselves of Lemont's facilities for marketing your oats. Drop us a card and we will furnish names of satisfied shippers.  
**E. K. LEMONT & SON**  
 388-390 Bourse Bldg., Philadelphia, Pa.

**VEST POCKET GRAIN TABLES**  
 Clark's Vest Pocket Grain Tables reduce pounds to bushels on any number of pounds from 10 to 100,000. It is printed on ledger paper in two colors, red and black. The red figures show the pounds and the black the bushels and pounds.  
 The tables show the following reductions: Oats at 32 lbs.; Corn, Rye and Flaxseed at 56 lbs.; Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs.; Barley and Hungarian Seed at 48 lbs.; Ear Corn at 70 lbs.; Ear Corn at 75 lbs.; Ear Corn at 80 lbs.; Timothy Seed at 45 lbs.  
 These tables are bound in heavy manila and form a thin book 2½-in. wide by 8½-in. long. Price 50 Cts. Address  
**GRAIN DEALERS JOURNAL, La Salle Street, CHICAGO, ILLINOIS**

## CINCINNATI CHAMBER OF COMMERCE MEMBERS

**CINCINNATI GRAIN CO.**  
 Commission Merchants  
**GRAIN, HAY and FEED**  
 CINCINNATI, OHIO

**THE RICHTER GRAIN CO.**  
 606 Andrews Building, CINCINNATI, OHIO  
**GRAIN, HAY, FLOUR AND FEED**  
 We Want Your Business—Try Our Service

**The Trent Milling Company**  
 RECEIVERS and SHIPPERS  
 18 E. Fourth Street,  
 CINCINNATI, OHIO  
 Grain, Hay, Flour, Feed  
 We Solicit Consignments.  
 Try Us.

**ASK** for Our Market Letter  
**PAUL VAN LEUNEN & CO.**  
 GRAIN AND HAY

CONSIGNMENTS SOLICITED  
 CINCINNATI, O. DECATUR, ILL.

**WANT HELP?**  
 Then consult the "Situations Wanted" columns of the Grain Dealers Journal.

## COLUMBUS CHAMBER OF COMMERCE MEMBERS

**EDWARD STRITMATTER**  
 Grain Merchant  
 1000 Schultz Bldg. - Columbus, Ohio  
 INTERIOR POINTS A SPECIALTY  
 Correspondence Solicited

**A. FELTY,** COLUMBUS, OHIO  
 TRACK BUYER AND SHIPPER  
 Milling Wheat One of My Specialties  
 WRITE FOR QUOTATIONS ON  
**"GRAIN and HAY"**

**SCOTT & WOODROW CO.**  
 16 E. BROAD ST., COLUMBUS, O.  
 Car Lot Shippers Grain and Hay  
 Largest handlers of New Cool and Sweet Corn in Ohio.

## WICHITA BOARD OF TRADE MEMBERS

**HASTINGS & COMPANY**  
 GRAIN BROKERS  
 327 Sedgwick Block, WICHITA, KAN.  
 Buyers for Exporters, Mills and Elevators.  
 If in the market for winter wheat write or wire us for quotations.

**Baldwin-Barr Grain Co.**  
 RECEIVERS AND SHIPPERS  
 CONSIGNMENTS SOLICITED  
 Country Run Milling Wheat a Specialty  
 Write or Wire for Prices WICHITA, KANSAS

**WE SELL**  
**Choice Hard Winter Wheat**  
 Can give you best quality Kansas, Oklahoma wheat at best prices, direct from country points.  
**THE H. C. THOMPSON GRAIN CO.**  
 WICHITA, KANSAS



**RECEIVERS, SHIPPERS AND BROKERS.****BONACKER BROTHERS**

Brokers and Manufacturers Agents

**Grain, Hay, Flour  
and Millfeed**

PENSACOLA, FLA. and TAMPA, FLA.

**McCRAY, MORRISON & COMPANY***Shippers of Corn and Oats***WHOLESALE GRAIN DEALERS**

When you want QUICK SERVICE, HIGH QUALITY and SATISFACTORY PRICES in this line, consult us.

None are more able to give you this than we.

Correspondence Solicited. **KENTLAND, INDIANA****McLane, Swift & Co.**

Buyers of Wheat, Corn, Natural and Clipped Oats, Choice Rye. Write for bids. Consignments solicited. Elevator located on M. C. &amp; Grd. Trunk.

**BATTLE CREEK, :: MICHIGAN**Consign your Hay and Grain to  
**Benedict Commission Co., Ltd.****Receivers and Exporters**Facilities Unsurpassed **NEW ORLEANS, LA.****E. A. GRUBBS GRAIN CO.**  
Greenville, Ohio

Wants Correspondence with members of the Grain Dealers National in Ohio, Indiana and Illinois. We want strictly sound winter wheat, yellow shelled corn and re-cleaned white oats.

**Jno. H. Miller's Sons**

Receivers and Shippers of

**Grain and Feeds,****TYRONE, PA.****LANGENBERG  
Hay and Grain Co.****NEW ORLEANS, LA.**

Consignments Solicited

Branch of Langenberg Bros. &amp; Co., St. Louis, Mo.

**CRABBS REYNOLDS  
TAYLOR CO.****GRAIN AND CLOVER SEED****CRAWFORDSVILLE, INDIANA****STORE YOUR GRAIN**

Authorized Public Storage.

Negotiable Elevator Receipts Issued.

In Direct Line for Grain from the West to Eastern Markets.

Grain can be Re-consigned to Eastern points any time within *six months* at the through rate.

Write for Particulars as to Storage and Insurance Rates, etc.

**THE BIG FOUR ELEVATOR CO.**

Cincinnati, O.

J. D. LINDSAY, Mgr.

**McPHAIL & CO.****BROKERS****Hay, Grain, Flour, Feed, Salt****501 AUSTELL BUILDING  
ATLANTA, GA.****BALDWIN GRAIN COMPANY****GRAIN BROKERS****BUYERS OF CAR LOTS**R. C. BALDWIN, Mgr. **BLOOMINGTON, ILL.****WILLIS E. SHELDEN  
Wholesale Grain  
JACKSON MICHIGAN****L. E. SLICK & CO.**

402-405 Livingston Bldg., Bloomington, Ill.

**CASH GRAIN**We Buy Grain for All Markets.  
Both Phones. Get Our Prices.**STOCKBRIDGE  
SERVICE  
SATISFIES**

"That's the Reason"

**Stockbridge Elevator Co., Jackson, Mich.****W. F. HECK & CO.**

Will handle your consignments on regular terms, or buy outright

**GRAIN, HAY, STRAW and MILL-FEED**

Car or mixed car lots

727 Wabash Bldg. **PITTSBURGH, PA.****TURLE & COMPANY****CAR LOTS**

of all kinds of grain

IN and OUT of

**DULUTH or  
MINNEAPOLIS****Hughes Warehouse  
& Elevator Co.****NASHVILLE, TENN.****Grain, Hay, Millfeed, Flour****Drive**

Your business. Hitch up with an ad. in the Grain Dealers Journal. You will then have a pleasant and profitable ride.

**CLARK'S DOUBLE INDEXED CAR REGISTER**

Is designed to afford ready reference to the entry or record of any car number. Its facing pages are ruled into five columns, those on the left hand page being numbered 0, 1, 2, 3 and 4; while columns on the right hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car. No." and "Record."

The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So in looking for, say 9846, we know it is on the page indexed 6, and in the column headed 4, and is quickest found by looking down the blue line for the third figure or 8. The instances in which these three figures appear in this combination will be so few that the required number can always be instantly found if properly entered.

The book is made of heavy ledger paper and well bound in half Russia.  
Size, 11x14½ inches.No. 40 contains 36 pages, with spaces for registering 9,000 cars. Price, \$1.50.  
No. 42 contains 68 pages, with spaces for registering 17,000 cars. Price, \$2.50.**GRAIN DEALERS JOURNAL****La Salle St., CHICAGO****TONS to  
Dollars and Cents**

Designed primarily for the use of Coal and Hay Dealers. This book of tables shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. It is especially adapted for retailers. It is well printed on good paper, and bound in cloth. It has a marginal index. Size of book 4½x8½ inches, 110 pages.

Price \$1.00

**GRAIN DEALERS JOURNAL**

La Salle St.

Chicago, Ill.



Good Feeds will be Scarce and Prices will be High this Season. Now is the Time to Buy International Sugared Feeds for Future Shipment while our Prices are Low.

## INTERNATIONAL SUGARED FEEDS

*Clean, Nutritious, Palatable Feeds*

### INTERNATIONAL SUGARED DAIRY FEED

Is unexcelled as a milk producer. It costs less money than any other high class milk producing feed on the market today. It is worth \$15.00 to \$20.00 per ton more than bran as a milk producer and costs about the same.

### INTERNATIONAL SPECIAL MOLASSES FEED

Is an excellent mixing feed, costs \$2.00 or \$3.00 per ton less than ordinary mill feeds and gives much better results.

### INTERNATIONAL MOLASSES FEED

Is also used for mixing purposes and is fully equal to mill feed as a milk producer and costs \$4.00 to \$5.00 per ton less than ordinary mill feeds.

### INTERNATIONAL SUGARED HOG FEED

Gives better results than oil meal and costs \$6.00 or \$7.00 per ton less money.

### INTERNATIONAL SUGARED POULTRY FEED

Is a clean, bright, attractive feed, which we are offering for less money than is quoted on other similar feeds. Composed of wheat, oats, barley, corn, buckwheat, kaffir corn, sunflower seeds.

Owing to fortunate purchases of raw material when prices were much lower than now ruling, we are in position to accept bookings based on present prices for October, November, December and January delivery. Write us at once for illustrated booklet, prices, samples and exclusive agency contract.

### INTERNATIONAL SUGAR FEED COMPANY

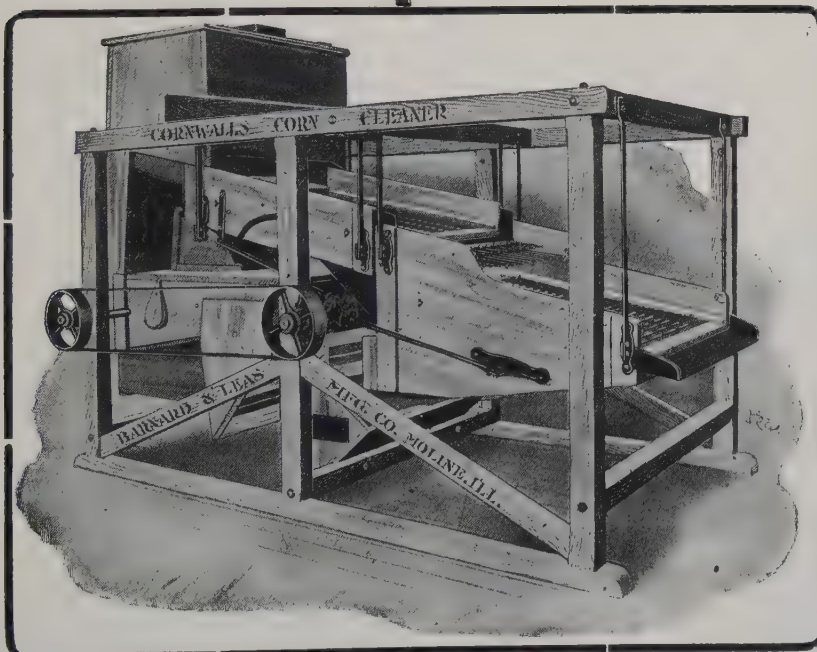
MINNEAPOLIS, MINN.

MEMPHIS, TENN.



## Two Machines In One

### The Cornwall Corn Cleaner



has no equal for cleaning corn after it leaves the sheller. Its patent finger sieve will not clog. But it can be used for cleaning other kinds of grain such as wheat, oats, etc., by changing sieves.

Thus it is a receiving separator as well as a corn cleaner. Its other valuable features are fully described in our latest catalogue.

We also make the Victor Corn Sheller and a complete line of Grain Cleaning Machinery and supplies.

**Barnard & Leas Mfg. Co., Moline, Ill.**

Mill Builders and Mill Furnishers





GET OUR PRICES ON  
GASOLINE ENGINES AND  
AUTOMATIC SCALES  
BEFORE BUYING.  
WE WILL SAVE YOU  
MONEY.

SPECIAL PRICES ON COMPLETE  
ELEVATOR EQUIPMENT.

SEND US YOUR  
ORDERS.

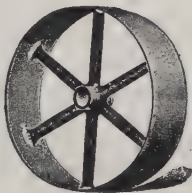
EVERYTHING  
IN THE  
ELEVATOR

CAN BE  
HAD  
FROM THE

American Supply Co.  
OMAHA, NEB.

LARGEST STOCK GRAIN ELEVATOR  
MACHINERY & SUPPLIES LOWEST PRICES  
GASOLINE ENGINES, SCALES, CONVEYING MACHINERY ETC.

Sheave Wheels  
Transmission Rope  
Distributing Spouts  
Indicator Stands  
Spiral Steel Conveyor  
Controllable Wagon  
Dump  
Plain Dump Irons  
Ear Corn Feeders  
Feed Mills  
Man Lifts, Etc.



#### PULLEYS

Cast Iron, Steel  
Rim, Wood Split,  
Friction Cutch,  
LARGE STOCKS



We make and sell  
all styles of Coup-  
plings, including the  
Roversford Com-  
pression Coupling.



BIN GATES OF  
ALL KINDS



SECTIONAL STEEL  
SPOUTING

Receiver  
Joints and all  
Sheet Metal  
Work.

#### LOADING SPOUTS

We make and  
sell hundreds of  
them every year.

Best Material,  
Correct  
Constructions.  
Made in any size  
to suit



Sprocket  
Chain  
All  
Sizes



#### SPROCKET WHEELS

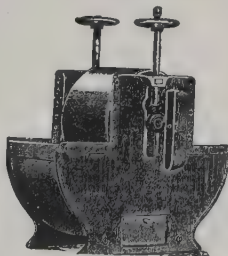
Plain, Split, or  
with Clutches.



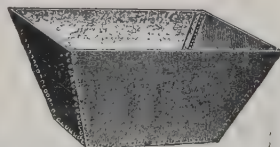
CAR MOVERS  
EASY  
ATLAS  
SAMSON  
SHELDON  
SPECIAL



EMPIRE CUPS



CAST IRON BOOTS,  
ADJUSTABLE,  
ALL SIZES.



BOOT PANS, All Sizes.



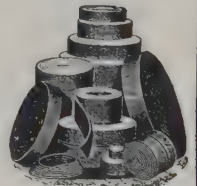
SALEM CUPS.



CUP BOLTS  
All Kinds.



Rubber  
and  
Leather  
Belting



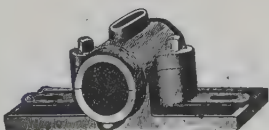
Our seamless Rubber Belting is the best for  
elevator service and is guaranteed.



MACHINE CUT LACING

Rawhide and  
Indian Tan  
Best Quality

Ask for our Handy Net Price  
Catalog.

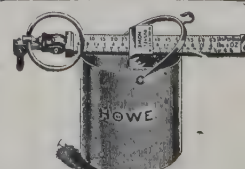


A complete line of bearings,  
Plain and Self-Oiling.



By Comparison always found to be the best. We  
carry a full line Wagon, Hopper and Dump Scales.

Ask us about Corn shellers and cleaners.

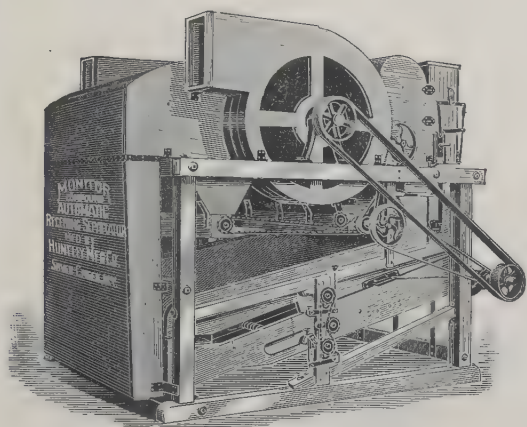


GRAIN TESTERS

Both the  
HOWE and  
CHAMPION  
carried in  
stock.



# "MONITOR" RECEIVING CLEANERS



**UNLIKE ALL OTHER  
GRAIN CLEANERS**

**PROTECTED BY SEVERAL PATENTS**

**Over 25000 in Use**

**Built in Several Styles**

**For All Kinds of Grain**

*"They Clean Cleaner and Cheaper" So Guaranteed*

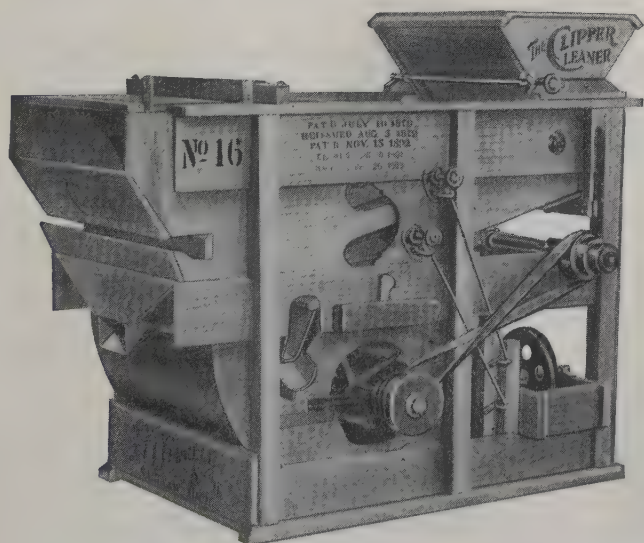
**HUNTLEY MFG. CO., Silver Creek, N. Y.**

**AGENTS**

MINNEAPOLIS, MINN.—A. F. Shuler, 316 Fourth Avenue, South  
CHICAGO, ILL.—F. M. Smith, 608 Traders Building  
PORTLAND, ORE.—C. J. Groat, 404 Concord Building  
WICHITA, KAN.—J. B. Ruthrauff, 301 S. Lawrence Street

ST. LOUIS, MO.—S. J. McTiernan, 25 Merchants Exchange  
JACKSON, MICH.—A. H. Smith, 206 Lansing Avenue  
AKRON, OHIO—A. S. Garman  
OWEGO, N. Y.—J. H. Foote.

## The No. 16 Clipper Seed and Grain Cleaner



This is a first class Cleaner of medium capacity that will make any separation that can be made on our largest and most expensive machines

It has Traveling Brushes on the screens and Special Air Controller. These two devices make it possible to separate any two kinds of seeds or grains that are not of exactly the same size or weight. The Brushes keep the screens from becoming choked and the Air Controller regulates the blast to exactly the proper strength to blow out light or blasted clover without blowing out good seed, or to blow out light or chaffy grain from the plump, heavy grain when grading for seed purposes.

*This machine is light running, well made, nicely finished and guaranteed to give satisfaction. Catalog and full description furnished on request.*

**A. T. FERRELL & CO.**

**SAGINAW, W. S.**

**MICH.**



## FREE AFTER 60 DAYS

It's the same story over and over again. We read it in the letters we receive nearly every day.

Coopertown, N. D. 8/5/'11.

"No elevator taking in oaty wheat can afford to be without a RICHARDSON OAT SEPARATOR, as they get results that cannot be had from any other machine, and **pay their total cost every sixty days**, from the **extra better work** they do."

**So writes the FARMERS ELEVATOR CO.**

**By F. L. Barkee.**

This is the verdict of every user. The only reason **all Grain Elevators** and **Flour Mills** do not have a Richardson, is because they do not investigate and compare results. They do not realize the perfect work they do.

*The Richardson is different from all others.*

**The Richardson** WILL MAKE not cost **You Money**  
**Free After 60 Days.** **Investigate.**

**GRAIN SEPARATOR CO.**  
**SPARTA, WISCONSIN.**

## Read What One User Says

And if interested, write us, and we will tell you the name and where you can go see this machinery working. See cut below.

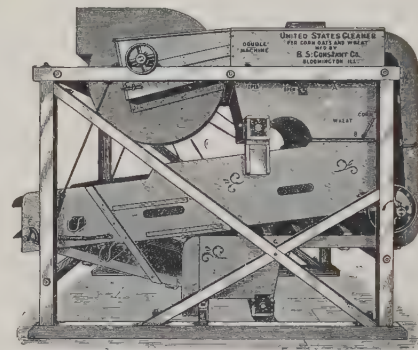
February 4, 1911.

Sirs:—The Double U. S. Cleaner we purchased of you some time ago is giving the best of satisfaction and is ahead of any cleaner I have had anything to do with, and that includes quite a number of different makes. There is but very little vibration, and I feel confident that we will not have any trouble with the Eccentric Boxes that is so common with any rapid moving Eccentric Shaft. Once thru cleans the grain ready for the car. Your arrangement for separating corn from wheat is fine, and I wonder why someone had not stumbled on to the idea long before this. I am satisfied that we will not use any other cleaner, unless you should improve on this, and I believe it impossible to get a machine that can do the work any better than this one.

We also have one of your Fan Discharge Corn Shellers and your Chain Grain Feeders which make a very complete outfit.

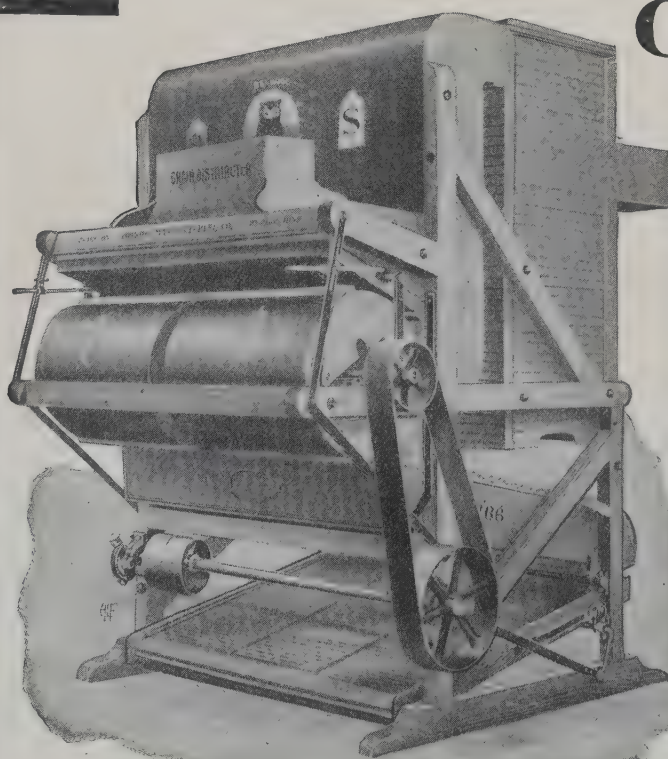
Yours truly,

*Name furnished on request.*



**B. S.  
Constant  
Co.**  
**Bloomington  
Illinois**  
**FOR  
QUALITY**

# "We Got One Cent Over the Market On This Durum,"



writes the Atwood-Larson Company to the Farmers' Elevator Co., of Lonetree, N. D. They further state they have never seen better wheat than that shipped them by the Lonetree Company. This particular Durum, as well as all the grain shipped by the Lonetree Farmers' Elevator was cleaned on the

## NEW PROCESS Grain Cleaner & Separator

Now we are willing to ship the "New Process" to anyone interested in a cleaner on 30 days' trial and guarantee that it will separate and clean the most difficult mixture of grains better for commercial purposes than any other cleaner on the market. We will further include with our regular equipment our

### Special Seed Grain Equipment FREE

Let us hear from you on this proposition. You don't take any chances, and if you are looking for the best, you should send for our catalogue and learn particulars and prices.

**Fosston Manufacturing Co.,**  
**Merriam Park, (St. Paul) Minn.**



# Rexall Double Stitched Belting

The Gospel of Economy in Belt Expense thru REXALL versus Rubber and ordinary canvas has penetrated everywhere and thousands of Elevator Men have deserted the Belt that WAS for the Belt that IS

*For  
Elevating  
Conveying  
Heavy  
Transmission*



*"There's a Reason"*  
↓  
*Double  
Stitched  
Means  
Double Life*

**IMPERIAL BELTING COMPANY**  
MANUFACTURERS ... CHICAGO

## SET OF BOOKS FOR GRAIN DEALERS

COMPLETE FOR \$3.50.

### A GRAIN RECEIVING BOOK (No. 12 AA).

**Grain Register** is invaluable to the country grain man and is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on sterling ledger paper, and substantially bound in full heavy canvas covers.

### A GRAIN SHIPPING BOOK (No. 14 AA).

**Sales, Shipments and Returns** is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding **Sales and Shipments**; the right-hand pages for **Returns**. Under **Sales** the column headings are Date, Amount Sold, Price, Grain, Terms. Under **Shipments** are Date, Car Number and Initial, Our Weights in Bushels, Grade, Route, Rate. Under **Returns** are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

It contains 76 double pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper.

**GRAIN DEALERS JOURNAL**

La Salle St., Chicago, Ill.

Ask Us About—

# "R. F. & C."

PATENTED

## SOLID WOVEN RUBBER BELT

FOR

### Grain Elevating and Conveying

*Send for Sample and Particulars*

## W. H. SALISBURY & CO., Inc.

Established 1855

**Belt Manufacturing Experts**

CHICAGO

ILLINOIS



# Hess=Dried Corn

Dried with Warm Air } With a  
Cooled with Fresh Air } Hess Drier

*Best for Shipping  
Best for Storing  
Best for Milling*

Hess=Dried Corn is normal in all respects. It will germinate strongly, and its milling qualities are improved. The treatment of Hess Drying sweetens it, removes all odors, and by driving out all excess moisture prevents heating and makes it safe for shipping or for storing indefinitely.

Sold by many leading grain dealers throughout the U. S. A free list of these dealers will be supplied on request.

**Hess Warming & Ventilating Co.**

907A Tacoma Bldg., Chicago.

Ask about our U. S. moisture tester.

## Build Your Elevators of Concrete Then They Can't Burn



A Burning Grain Elevator

WRITE FOR OUR FREE BOOK

**"41 Concrete Reasons"**

**The Lehigh Portland Cement Co.,**

528 Peoples Gas Building,

CHICAGO, ILL.

**EDISON  
BSCCO  
PRIMARY BATTERY**

The more satisfactory the batteries you are now using, the more anxious we are to have you compare them with the Edison BSCO.

We have a book about the Edison BSCO which contains some valuable information, and you ought to have it. Write for this book today.

**Thomas A. Edison, Inc.,**

49 Lakeside Avenue, Orange, N. J.

## Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches. The best lined ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price, \$2.50.

**GRAIN DEALERS JOURNAL**

315 So. La Salle Street

CHICAGO, ILL.

## Grain Shipping Ledger

Form 24. An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best lined ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$2.50.

**GRAIN DEALERS JOURNAL**

315 So. La Salle Street

CHICAGO, ILL.



## GRAIN ELEVATOR BUILDERS

### CONCRETE GRAIN STOREHOUSES

are fireproof and durable. The cost of maintenance and insurance of building and contents is reduced to a minimum. Grain keeps better in concrete and business is never interrupted by a fire. It is the only material the grain dealer who expects to remain in business can afford to use, and if he wishes to sell out, his plant is as good as new.

Write for Plans and Specifications to  
**B. J. CARRICO, Fort Worth, Tex.**

### MODERN ELEVATORS?

**YES, INDEED.** Address the inquiry  
**W. H. CRAMER**  
ST. PAUL, NEB.  
and satisfaction will be yours. Convincing references.

The Twentieth Century Way  
Concrete Construction  
**KAUCHER HODGES & COMPANY**  
206 Royal Building, Memphis, Tenn.  
DESIGNERS AND BUILDERS  
Grain Elevators and Warehouses

**L. J. McMILLIN**  
Engineer and Contractor of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
627 Board of Trade Bldg., Indianapolis, Ind.

**HONSTAIN BROTHERS CO.**  
(INCORPORATED)  
Contractors and Builders of Grain Elevators  
We also build Fireproof Elevators  
306 Corn Exchange MINNEAPOLIS, MINN.  
We will furnish you with two complete sets of plans and specifications for \$25. Write us before you let your contract

### Grain Elevators

When planned, built and equipped by us, prove a pleasing proposition TO YOU. Write and tell us what you want.

**NEWELL CONSTRUCTION CO.**  
Cedar Rapids, Iowa.

### Put Your Name

where everyone identified with the grain trade will see it and keep it there.

THAT IS IN THE

**Grain Dealers Journal**  
OF CHICAGO

**H. H. Birchard**  
CONTRACTOR FOR Grain Elevators.  
Especially Designed for Economy  
of Operation and Maintenance  
LINCOLN, NEB.

### ELEVATORS

For people who care.

2½ to 4 cts. bu.

**Morley Bros. Haden & Plott**

Designers and Builders

**Wichita, - Kansas**

### REDUCE YOUR EXPENSE

bill, by having an Elevator that does the work. I build and remodel grain Elevators. Write for plans and prices.  
**R. M. VAN NESS, Fairbury, Neb.**

### GRAIN ELEVATOR

Designing and Construction  
Made a Specialty

**Witherspoon-Englar Co.** Monadnock Bldg. CHICAGO

### Macdonald Engineering Co.

DESIGNERS AND BUILDERS OF  
GRAIN ELEVATORS

Monadnock Bldg., CHICAGO, ILL.

### John S. Metcalf Co. ELEVATOR BUILDERS

623 THE TEMPLE

Plans and Specifications  
a Specialty.

CHICAGO

### L. O. HICKOK & SON

ENGINEERS and CONTRACTORS  
for ELEVATORS  
FIREPROOF STORAGE

Minneapolis, . . . Minn.

### FRIEDLINE

designs and builds strictly modern Grain Elevators,  
Concrete Storage Tanks, Mills and Warehouses.

Write for Plans and Estimates.

**FRED FRIEDLINE & CO.,**  
612 Traders Bldg., CHICAGO

### STEEL GRAIN TANKS

We are pioneers in this line and are building tanks in the good old fashioned way. Joints caulked and guaranteed water, weather and bug proof. Long experience has demonstrated the necessity of high grade workmanship to make steel storage a success. We do it.

**Wm. Graver Tank Works, East Chicago, Ind.**

### THE SIDNEY ENGINEERING & CONSTRUCTION COMPANY

Designers and builders of grain elevators.  
Elevator property bought and sold.

SIDNEY, OHIO

### O. J. LEHRACK

Contractor and Builder of  
Grain Elevators

KANSAS CITY, MISSOURI

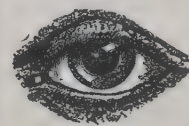


**C. E. Bird & Co.**

MINNEAPOLIS

Elevator and Mill  
Builders

16 Years'  
Practical Experience



**In Sight**

Not Out of Sight

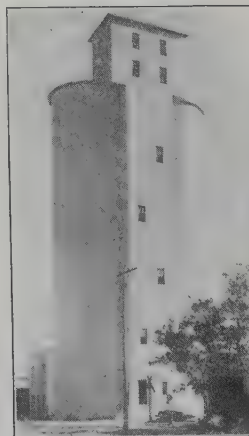
We have been trying to catch your eye for some time. We hope you see our ad every issue.

### McAllister & O'Connor

Designers and Builders of Modern Elevators  
Phone Harrison 7859

1232 Monadnock Bldg., CHICAGO, ILL.

### ABSOLUTELY FIREPROOF



Every part  
reinforced  
concrete

Not Costly.

Any number  
hoppered  
bins spouting  
direct to car

No  
insurance

Lasts forever.

For cost and  
details, send to

Appleton, W is

**FINTON CONSTRUCTION CO.**



**GRAIN ELEVATOR BUILDERS**

**REAL builders of  
REAL elevators**

**YOUNG LOVE  
CONSTRUCTION CO.**

218-219 Grain Exchange  
SIOUX CITY, IOWA

**OLSON BROTHERS & CO.**  
ENGINEERS and CONTRACTORS

Grain Elevators, Flour Mills  
and Complete Plants for hand-  
ling Coal, Sand, Gravel, Ores,  
Ashes, etc.

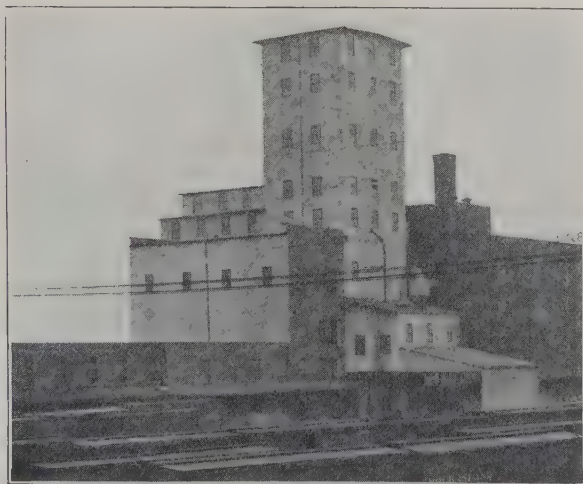
Phone Humboldt 2373  
2418-22 Bloomingdale Ave.  
CHICAGO, ILL.

**YOUR BUSINESS**

can be introduced to the progressive grain dealers of the  
country under most favorable circumstances (and you will  
be in good company) by the judicious use of space in the

**GRAIN DEALERS JOURNAL**

**Reinforced Concrete Grain Elevator, Feed  
Mill and Warehouse, built in 1910 for  
Buffalo Cereal Co., at Buffalo, N. Y.**



**Fireproof Construction Elevators, Mills and  
Warehouses. We prepare plans and make  
lump-sum price for the complete work.**

**MONARCH ENGINEERING CO.**

Chamber of Commerce

BUFFALO, N. Y.

**MERIT WILL TELL**

5 large corn elevator contracts  
in three weeks.

**Why?**

Highest Quality Equipment.  
Moderate Prices.

G. C. CHISTOPHER

A. C. RYNDERS

Owners

**The P. H. Pelkey Construction Co.**

Phone 374

WICHITA, KAS.

**BOOKS for GRAIN DEALERS**

ACCOUNT BOOKS, SCALE TICKETS, GRAIN  
TABLES, SHIPPING BOOKS, CIPHER CODES,  
GAS ENGINE BOOKS, ETC. Tell your wants to

GRAIN DEALERS JOURNAL, CHICAGO, ILL.

**Rely on a "Reliance"**

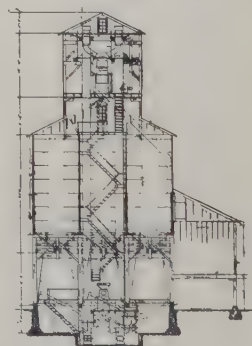
to give perfect satisfaction, to be depended upon when  
ordinary elevators show signs of the strain, to be a modern  
and up-to-date house in every particular, and to stand the  
load.

**A SAVING**

in time, money and  
worry.

The convenient  
arrangement in-  
sures rapid handling  
of grain.

The fact that  
ONLY the best of  
everything is in-  
stalled in your  
elevator saves you  
the extra expense  
of constantly mak-  
ing repairs.



'When the rush comes' there is a satisfaction in know-  
ing that the house will "stand the load."

**ALL WE ASK**

is, before contracting see our plans and specifications.  
You can have them immediately by writing today to the

"The utmost in elevators."

**RELiance CONSTRUCTION CO.**

*Designers and Contractors of*

**COUNTRY GRAIN ELEVATORS**

627 Board of Trade - - - Indianapolis, Indiana



## GRAIN ELEVATOR BUILDERS

### SATISFACTION

in Construction is assured in an  
**IBBERSON, Wood or Fireproof,  
GRAIN ELEVATOR, WARE-  
HOUSE, STORAGE TANK  
or SEED HOUSE.**

*For Plans, Estimates, Specifications  
Write*

**T. E. IBBERSON**

**MINNEAPOLIS**

**MINNESOTA**

### FIRE PROOF STEEL GRAIN ELEVATORS AND STORAGE TANKS



Almost anywhere between the Miss-  
issippi and the Pacific Coast, you will  
find elevators like these that we have  
built.

We have the largest plant in the  
West for manufacturing steel work and  
Machinery of all kinds.

**We Are Designers and Builders**

**MINNEAPOLIS STEEL & MACHINERY CO.  
MINNEAPOLIS, MINN.**

Denver, Colo.  
Seattle, Wash.

Spokane, Wash.

Salt Lake City, Utah  
Butte, Mont.

### Your Opportunity

is here. Now is the time to  
let the elevator man know  
you want his business. Ad-  
vertise in the

**Grain Dealers Journal**

### O. P. HIETT COMPANY

Designers and **GRAIN ELEVATORS** of Any Size  
Builders of or Capacity

**PLANS AND SPECIFICATIONS A SPECIALTY**

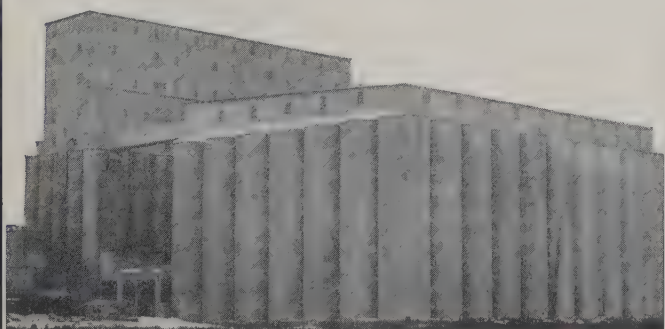
Our elevators are so designed that the cost of operating and maintaining  
same is minimized by arrangement and adaptability to the need of the busi-  
ness. Write us if you are going to build an elevator or remodel your old one  
and we will save you money and guarantee you satisfaction in the construction  
of the work.

**PEORIA - - - ILLINOIS**

### JAMES STEWART & CO.

**CONTRACTORS**

Designers and **GRAIN ELEVATORS** In All Parts  
Builders of of the World



Grand Trunk Pacific Elevator at Fort William, Ontario.  
Capacity 3,500,000 Bushels.

**GRAIN ELEVATOR DEPT., 1811 Fisher Bldg., Chicago**

**W. R. SINKS, Manager**

**R. H. FOLWELL, Engineer**

We also do General Contracting and have Offices in the following cities.  
Write or call on any of them

New York, Hudson Terminal Bldg.

Pittsburg, Pa., Henry Oliver Bldg.

San Francisco, Cal., 709 Mission St.

Canadian Stewart Co., Ltd., Montreal

St. Louis, Mo., Bank of Commerce Bldg.,

New Orleans, La., Hibernia Bank Bldg.

Denver, Colo., First National Bank Bldg.

Canada, Eastern Township Bank Bldg.

Fort William, Ontario, Canada



**GREAT NORTHERN RY. CO.  
ELEVATOR "S" ANNEX, SUPERIOR, WIS.**

**2,250,000 Bushels Capacity**

**Reinforced Concrete**

**Built Complete in 120 Days by**

**The Barnett & Record Company**

**Minneapolis, Minn.**

**CONTRACTORS AND ENGINEERS**



**NOW**

is the time to get started right.

DEAL WITH EXPERTS ONLY.

**DONALDSON & CO.****Railroad Claim Collectors**General Offices, 1001-2-3-4 Gloyd Building  
Kansas City, U. S. A.**BOWSHER**

(Sold with or without Elevator)

**CRUSH** ear corn (with or without shucks) and **GRIND** all kinds of small grain. Have Conical-Shape Grinders. Different from all others.**LIGHTEST RUNNING**

(Our circular tells why)

Handy to Operate. Eight Sizes—2 to 25-horsepower.

Peculiarly suited for use with Gasoline Engines.

The N. P. Bowsher Co.  
South Bend, Indiana**FEED MILLS****BIG CAPACITY  
Corn and Feed Mill**

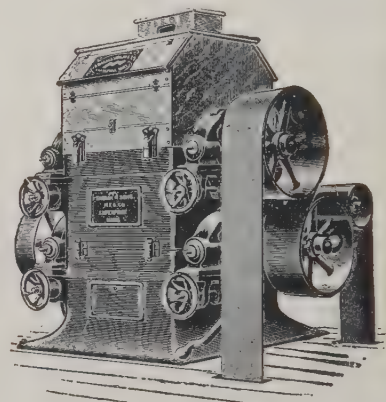
But that isn't the only advantage of this Ehrsam Two and Three-High mill. It's made of finest materials for strength and long service. Frame is all cast iron—and arranged so that rolls can easily be removed for grinding and corrugating. Don't decide on any corn and feed mill till you get all the facts about the

**EHRSAM****"TWO AND THREE-HIGH"**

furnished with belt or gear drive on slow side, as desired. Grinds coarse or fine meal, barley, graham flour linseed meal, rye, corn chop, etc. Best for each. Built for rolls nine inches in diameter. Send your name now for all facts. Address

**THE J. B. EHR SAM & SONS MFG. CO.**  
2 Factory St., Enterprise, Kansas

*The Largest and Best Equipped Roll Dressing Plant West of the Missouri River.*

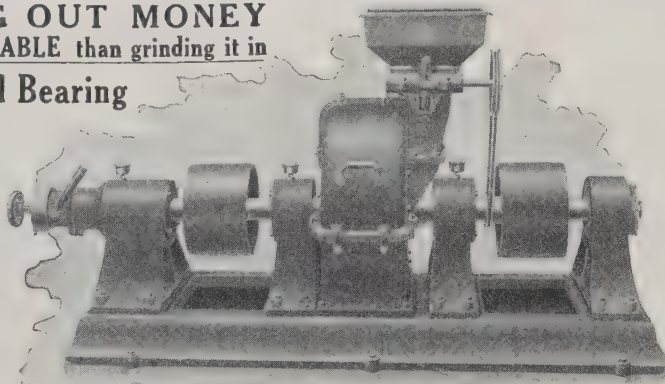
**GRINDING OUT MONEY**

is more PROFITABLE than grinding it in

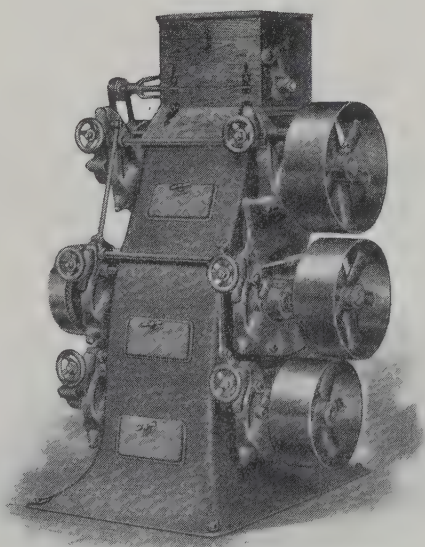
**Monarch Ball Bearing**

ATTRITION MILLS are guaranteed to be this kind. Prove it to yourself by trying one NOW. Guaranteed to save  $\frac{1}{3}$  in Power or corresponding increase with the same Power. Cannot get out of Tram. All parts interchangeable.

We manufacture a full line for Mills, Grain Elevators, etc,



Monarch Ball Bearing Attrition Mill. WRITE FOR CATALOGS AND PRICES

**SPROUT-WALDRON & CO.** The "Mill Builders" **MUNCY, PA.**General Western Office:  
Monadnock Block, ChicagoPacific Coast Branch:  
613 McKay Bldg., Portland, Ore.Northern Office:  
1208 Fourth St. So., Minneapolis, Minn.**The "N. & M. Co." Three Pair High****Roller Mill**

is by no means the cheapest mill on the market when first cost is considered. But in economy of maintenance and power it cannot be equaled. Add to these qualities its great capacity and remarkable ease of operation, and just there lies the reason why

**"N. & M. Co." Six Roller Mills**

are without rival. It is the only Six Roller Mill in which the belt strain rests on the bottom of the bearings, where it really belongs. It is the mill which will go on from month to month giving the same sure service, always dependable and reliable.

*Sixty Years America's Best.***Nordyke & Marmon Co.**

America's Leading Flour Mill Builders

Established 1851

INDIANAPOLIS, IND.



## The Jacob Schmahl Co.

26-30 Lloyd Street  
Buffalo, N. Y.

We guarantee our GRAIN ELEVATOR SPOUTING to run to your entire satisfaction.

We also make TANKS, LEGS, BUCKETS and sheet steel work of all kinds

## CYCLONE BLOW PIPE CO.

IMPROVED

Cyclone Dust Collectors, Automatic Furnace Feeders, Steel Plate Exhaust Fans, Exhaust and Blow Piping.

Complete systems designed, manufactured, installed and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

High and Low Speed Systems  
1001-1015 W. 21st St., cor. Morgan St.  
CHICAGO, ILL.



Patented

"The per cent of loss saved by the '1905' over the old 'Cyclone' is from 71 1/2% to 80%. These losses are due to dust collector friction and take into consideration nothing but the Collector."—The Mechanical Engineering Dept., University of Michigan.



THE  
"New  
Cyclone  
1905"

Manufactured Exclusively by  
The Knickerbocker Co.  
JACKSON, MICH.



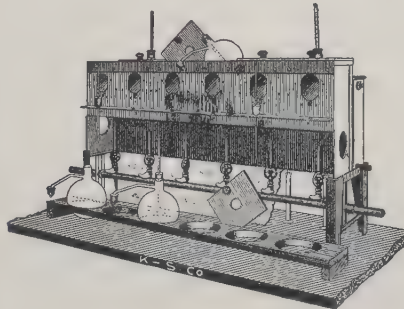
## CAR-LINING BURLAP

To prevent leakage of grain, line cars with "Milwaukee Burlap"—it will save you dollars and trouble. Write for prices and samples.

MILWAUKEE BAG CO., Milwaukee, Wis.



## ELEVATOR MEN TAKE NOTICE



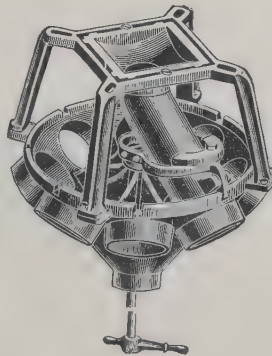
Install a Brown & Duvel Moisture Tester. The cost is so small that the saving on one car will pay for it. Then it belongs to you for all time. Built especially for your needs.

Anybody can operate it. We give you a certificate absolutely guaranteeing that it will register perfectly. Adopted as standard by the U. S. Government.

Write today—if you would progress tomorrow.

The Kny Scheerer Co.,

Department of Laboratory Supplies  
404-410 West 27th St., New York, U. S. A.



## Hall Signaling Distributor

Less cupola space. Less height. Consequently increased bin room, and every bushel of bin room utilized constantly.

This is one of the sort of miracles the HALL SIGNALING DISTRIBUTOR is working in more than a thousand elevators every day.

There are other features just as miraculous. Let us tell them to you.

## HALL SPECIAL

(ELEVATOR LEG)

Whenever you wish to build an elevator leg, let us specify it for you.

We can save you money in first cost. It will cost you less to operate or maintain. It will accomplish for you twice as much as an ordinary leg of the same size, and it will be furnished with the best devices known for handling grain.

Tell us your conditions and wishes. We will specify an equipment that will meet your requirements absolutely and guarantee it. Send for Circular F.

Hall Distributor Co., 222 Ramge Bldg., Omaha, Neb.

## A Period of Specialties

We make a specialty of mill and elevator spouting.

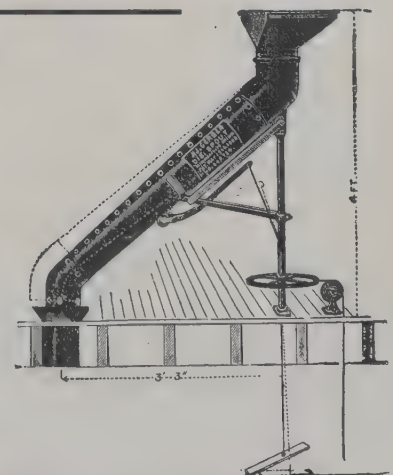
Gerber Improved Distributing Spouts are used all over the country, because of superior workmanship in the construction.

Mixing of grain is impossible with the Gerber system, which has a world wide reputation.

For further particulars write us.

J. J. Gerber

Minneapolis,  
Minn.



Judicious Advertising as Irresistible as Niagara  
The Journal Continuously Demonstrates It



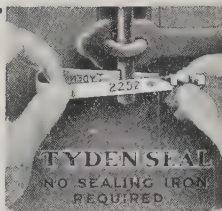
**M. M. BAKER & CO.**100 to 110 Harrison Street  
PEORIA, ILL.**Belting Packing**

Hose, Chain, Wire Rope

**Elevator Supplies**

PROMPT SHIPMENTS

144 page catalogue sent on request

**Claim  
Losses  
Prevented**by TYDEN SELF-  
LOCKING CAR  
SEALS bearing  
your name and consecutive numbers.  
Thousands of shippers use them.  
Write for samples and prices.**INTERNATIONAL SEAL & LOCK CO.**Chas. J. Webb, Gen'l Sales Agent,  
617 Railway Exchange Building, CHICAGO, ILL.**Save Your Buildings****Champion Fire Tube**Instantly extinguishes fire  
originating from any source.  
A dry chemical extin-  
guisher. Endorsed by all  
insurance boards and thou-  
sands of users. Equals 100  
gallons of water. Especial-  
ly adapted to fire in barns,  
stoves, gasoline, etc.

SENT ON RECEIPT OF \$2.00

**Western Fire Appliance Co.**

Dept. 25

315 S. La Salle St. CHICAGO, ILL.

Also Chemical Extinguishers  
and all apparatus

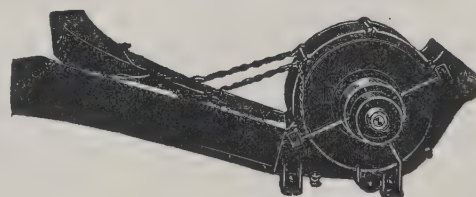
Weight 3 lbs.

**THE AUTOMATIC  
DUMP CONTROLLER**This new and simple  
device for the control-  
ling of the drop of wagon  
dumps, is the only ma-  
chine on the market; no  
attention or power in  
operating.It is entirely out of  
the road and completely  
automatic.Our list of testimonials  
and number of duplicate  
orders shows their use-  
fulness.As the easy dumping  
of a man's wagon is  
pleasing to them as well  
as prevents expense for  
repairing wagons, and  
the chances for dissatis-  
faction.Hundreds in use. Sat-  
isfaction guaranteed.

For further particulars, address

**L. J. McMILLIN, Indianapolis, Ind.****SUCCESS  
SAFETY MAN LIFT**ATTENTION,  
ELEVATOR CONTRACTORS!Write us for our Special  
Proposition for 1911

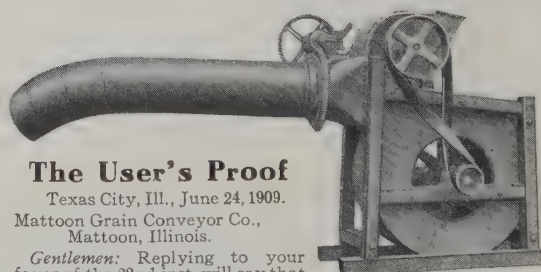
DO IT NOW

**HASTINGS**Foundry & Iron Works  
HASTINGS NEBR.Compare that with machines you know of which were worn out in much less time.  
There are Boss loaders which have been in use for more than ten years in elevators where a great deal of grain is loaded. One of our customers wrote us he had loaded more than one million bushels without one cent for repairs.

These facts account for the orders we are continually receiving from people who are using the machines and then buy for their other houses.

**Maroa Manufacturing Co.,**Dept.  
3**Maroa, Ill.**SEVERAL months ago we sent a repair list  
to the Mollett Grain & Milling Co. at  
Fickle, Ind., for the Boss car loader shipped  
Aug. 25, 1903, to J. O. Finch their predecessor.  
The reply from their main office is as follows:"We have your letter of the 16th in refer-  
ence to the car loader used at Fickle, Ind.  
This loader is still in use and is doing satisfac-  
tory work."You will see that after more than 8½ years'  
use this loader is still doing satisfactory work.**Look Here, Mr. Grain Dealer.**You've been considering the installation of car loader  
for some time—if you have not it's time you were.Why not give up the old-fashioned method of crawling into a  
car to fill it to the limited capacity—of receiving discounts on cars  
of grain, because the center was dust and foreign matter, of con-  
stant attention to old timed spout when loading? The installa-  
tion of a**COMBINED  
GRAIN CLEANER AND PNEUMATIC  
CAR LOADER**

means more profit with less labor. WHY? Because—

**First and most important**—It is impossible for it to crack or mill the grain.**Second**—It will fill the largest cars to full capacity, without any labor in the car.**Third**—It is strong and durable, automatic in its action, and requires no atten-  
tion after starting.**Fourth**—The constant moving of the pneumatic tube as it loads the grain, pre-  
vents any accumulation of dust or dirt in the center, or any other part of the car,  
thereby avoiding heating, and "off" grades.**Fifth**—It cools and dries the grain as it passes through the current of air.**For full particulars, prices and testimonials write****MATTOON GRAIN CONVEYOR COMPANY, MATTOON, ILLINOIS****"LOADS GRAIN, MALT, OR SAND."****The User's Proof**

Texas City, Ill., June 24, 1909.

Mattoon Grain Conveyor Co.,  
Mattoon, Illinois.Gentlemen: Replying to your  
favor of the 22nd inst. will say that  
the "Combined Grain Cleaner and Pneumatic Car Loader," which  
I purchased of you last season, has given good satisfaction. It  
cleans considerable dust out of the grain, which gives it a better  
grade. Since I have installed one of your loaders in my elevator  
I do not use a man in the car, the man who weighs operates the  
loader, and it loads each end of the car very nicely, and I wish to  
further state that it does not crack the grain. I would recommend  
this machine to any one who contemplates putting in a grain  
loader.

Yours truly,

W. T. GARNER.



# NO PAINT *Ever* Needed on this Roofing



The need of paint or gravel on a roofing is positive proof of its weakness—positive proof that the materials in the roofing would dry out, rot, rust, decay or otherwise deteriorate without such protection—positive proof that the roofing itself can't last long unless protected with a *mineral*.

Instead of a perishable animal or vegetable material only *temporarily* protected with a *thin layer of mineral*, such as paint, slag or gravel, J-M Asbestos Roofing is *one solid mass of minerals*. Not a particle of perishable material in it.

J-M Asbestos Roofing consists of layer-on-layer of pure Asbestos Felt securely cemented together with genuine Trinidad Lake Asphalt. Asbestos is a rock, or stone, and, of course, stone needs no paint to make it last. And the Asphalt Cement between these stone layers is the same mineral that has withstood the severe duties of street paving for forty years. So J-M Asbestos Roofing is an *all-mineral* roofing.

## J-M ASBESTOS ROOFING

is the *only* ready roofing that never requires a single cent's worth of paint or other protection. Its first cost is its *only* cost.

Other ready roofings are a continual trouble and expense—for the paint and gravel wash and blow off and have to be renewed every few years.

Because of its mineral or stone construction J-M Asbestos Roofing is also rust-proof, rot-proof and acid proof. And fire that will melt iron won't burn this roofing.

We'll sell you J-M Asbestos Roofing direct from our nearest Branch if your dealer won't supply you.

### GET THIS CURIOSITY FREE

We want you to see the curious Asbestos Rock which yields the long, soft, pliable, yet practically indestructible fibres from which we make J-M Asbestos Roofing, Theatre Curtains, Stove Mats and hundreds of other Asbestos products. We know it will convince you better than anything we can say that a roofing made of this indestructible stone must also be practically everlasting.

Simply send a postal to our nearest Branch and say "Send samples of Crude Asbestos and your handsomely illustrated Catalog No. 303."

## H. W. JOHNS-MANVILLE CO.

Baltimore  
Boston

Chicago  
Cleveland

Detroit  
Dallas

Kansas City

Milwaukee  
Los Angeles

**ASBESTOS**

Minneapolis  
New Orleans

New York  
Philadelphia

Pittsburgh  
San Francisco

Seattle  
St. Louis  
1364

# DO YOU

GRAIN DEALERS JOURNAL,  
Chicago, Ill.

Gentlemen:—Herewith is draft covering Help Wanted adv. in your classified column. This adv. certainly **Produced Results**, as we are having answers from all wheat growing sections of the United States. Yours truly,

THE RUSSELL MILLING COMPANY

Russell, Kansas, 6-2-11.

# NEED HELP



As a Roofing and Siding for Grain Elevators  
A BUILDING COVERED WITH  
Ready-To-Lay

# Burmite

(Reg. U. S. Pat. Off.)

is absolutely SPARK-PROOF. A recent test, in which a red hot coal was placed on the slate-surfaced "BURMITE" Material, and allowed to remain until it cooled, very clearly proved this.

Dealers in Building Material should write at once to Birmingham & Seaman Co. for copy of their "PLAN FOR HELPING YOU GET NEW TRADE and SELL MORE ROOFING."

## PROTECT YOUR BUILDINGS FROM SPARKS!

Losses aggregating millions of dollars annually are caused by flying sparks from locomotives, chimneys and forest fires.



As a Roofing and Siding for Farm Buildings of every description.

"BURMITE" is the outcome of years of experience in manufacturing a material for ROOFING and SIDING Residences, Business and Factory Buildings, Elevators, Mills, Barns, Garages, etc.—*be they NEW or OLD*, of any kind of construction. It is unconditionally **Guaranteed for 10 Years without Coating or Painting**. Let us send you free of all charges and obligation, our Booklet, "Burmite Quality Counts," Samples and Advertising Literature.

**Birmingham & Seaman Co.**

Roofing Manufacturers CHICAGO

General Offices: 1208-26 Tribune Building  
Plant: 56th, Armitage and Grand Avenues

Distributor of BEAVER BOARD

### USE THIS COUPON

Birmingham & Seaman Co., Tribune Bldg., Chicago  
Mail to my address, as above, Samples and Booklet. This places me under no obligations.

Name .....

Town .....

State .....

G. D. J. 9-25-14



**MORRIS GRAIN DRIER CO.**

607-511 Chamber of Commerce, Milwaukee, Wis.

Several years of experience fully demonstrates that owing to the fact that Morris Grain Driers have thorough ventilation, drying grain much more evenly, truthfully stamps them as being superior to any other grain driers in existence. Can be constructed more economically than the average drier. Don't fail to write for pamphlet giving full information and testimonials regarding our driers, coolers and conditioners.

**GALVANIZED CORRUGATED**

Steel Siding, Roofing, Fireproof Window Frames, Sashes, &amp;c

**SYKES Steel Roofing Company, Chicago, Ill.**

Sheet Metal Contractors, Makers of Fireproof Windows  
Write them if you are in the market now or if you expect to be in the future. Contracts taken anywhere in the United States.

**R**

Live weevil plus a little Fuma equals  
dead ones every time.

**Fumigate Your Elevators and Mills with****FUMA**

The only satisfactory method of treating grain in the bin; kills all insects, weevils, moths, etc.

10c per lb., in 50 lb. and 100 lb. drums.

Send for printed matter.

**EDWARD R. TAYLOR**

Manufacturing Chemist Penn Yan, N. Y.

**Standard Cleaners**

When you buy a cleaner you want a cleaner—not a fanning machine. Ours are "Standard" in name and quality. They have proven themselves. You will be interested in our exclusive features, owned and controlled by us. WRITE US TODAY—NOW.

**The International Manufacturing Co.**

CRESTLINE, OHIO

**"EUREKA"  
GRAIN DRYERS**

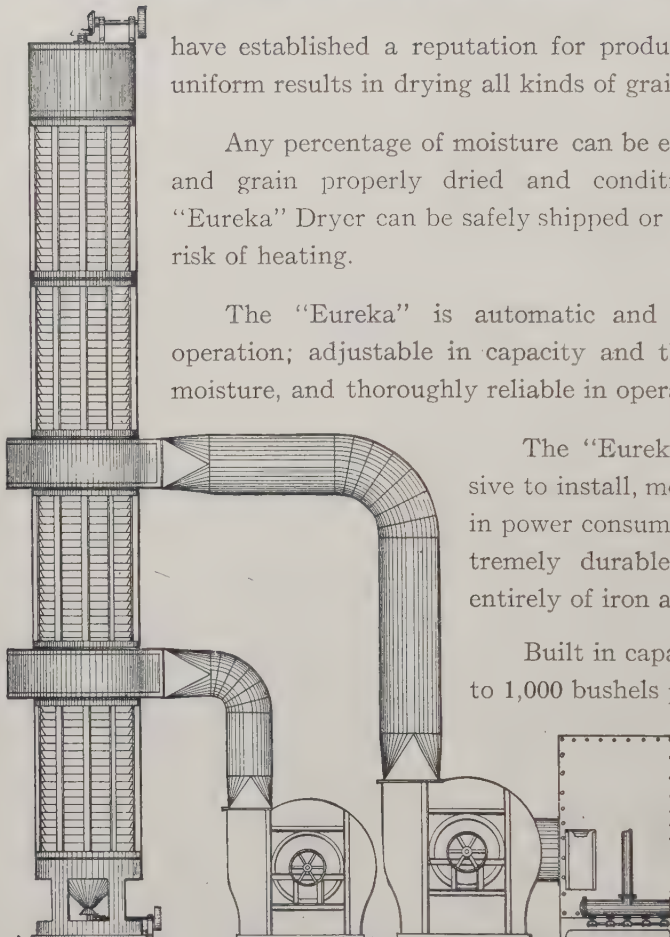
have established a reputation for producing the most uniform results in drying all kinds of grain.

Any percentage of moisture can be easily removed, and grain properly dried and conditioned on the "Eureka" Dryer can be safely shipped or stored without risk of heating.

The "Eureka" is automatic and continuous in operation; adjustable in capacity and the removal of moisture, and thoroughly reliable in operation.

The "Eureka" is inexpensive to install, most economical in power consumption, and extremely durable, being built entirely of iron and steel.

Built in capacities from 10 to 1,000 bushels per hour.



Investigate our references.

Catalog, prices and full information upon request.

Sole Manufacturers

**THE S. HOWES COMPANY**

Grain Cleaning Machinery Specialists

**"Eureka Works," Silver Creek, N. Y.**

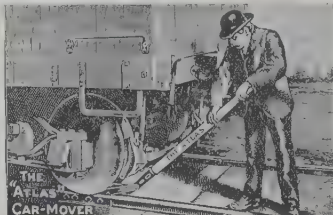
Our expert representative will gladly call and explain merits of the "EUREKA."

**The Atlas Car-Mover**

will pay for itself daily and last for years.

Twelve men with a crowbar can hardly move an empty car.

THE NEW WAY



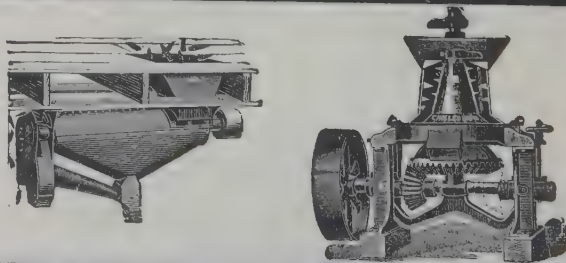
THE OLD WAY

**One Man**

with an ATLAS can easily move a loaded one.

**Appleton Car-Mover Co.**

Appleton, Wis.

**Triumph Corn Sheller and Crusher**

**THE C. O. BARTLETT & SNOW CO.**  
CLEVELAND, OHIO, U. S. A.



## Transmission Rope

WE CARRY A COMPLETE STOCK for immediate delivery in all the sizes from half inch to two inch diameter. *Every Foot of Rope* guaranteed to be of Finest Material and Superior Workmanship. Give it a Trial.

**The Strong-Scott Mfg. Co.**  
MINNEAPOLIS, MINN.

WHEN YOU WANT ANYTHING AND DON'T KNOW WHERE TO FIND IT  
WRITE BUREAU OF INFORMATION.  
GRAIN DEALERS JOURNAL CHICAGO, ILL.

**GRAIN TRYERS**



WILLIAMS-LLOYD MACHINERY COMPANY, 638 Federal Street

Chicago

**SCALES: WAREHOUSE, WAGON and PORTABLE**

Pit and Pitless

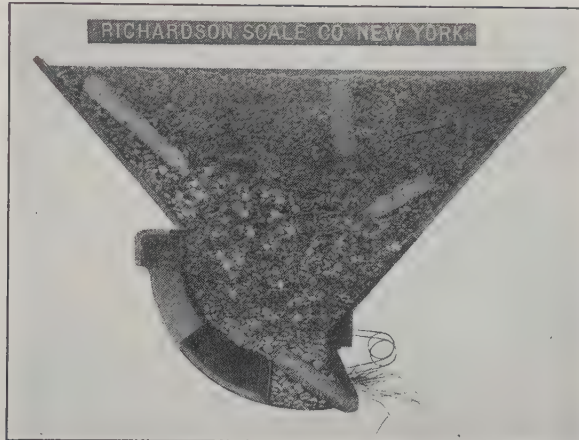
**ACCURATE—SIMPLE—DURABLE**

No loose weights, as our Warehouse and Wagon Scales are equipped with combination beam. One of our scales installed 52 years ago is still in active service and giving satisfaction.

**WEEKS SCALE WORKS—Est. 1858**

384 Goodell St.

Buffalo, N. Y.



Section of Richardson Patent Chokeproof feed chute and gate is supplied on latest Automatic Scale.

## CHOKE PROOF

Listen to what Mr. G. W. TOYNE, Mgr., says about it:

Ralston, Iowa., Aug. 16, 1911.

Gentlemen:—Enclosed you will find check to balance our account. We have tried the scale out fully and we are so pleased with it, that double the amount wouldn't be an inducement to take it out, if we couldn't get another to replace it.

(Signed) FARMERS' ELEVATOR.

Ask your neighbor, or

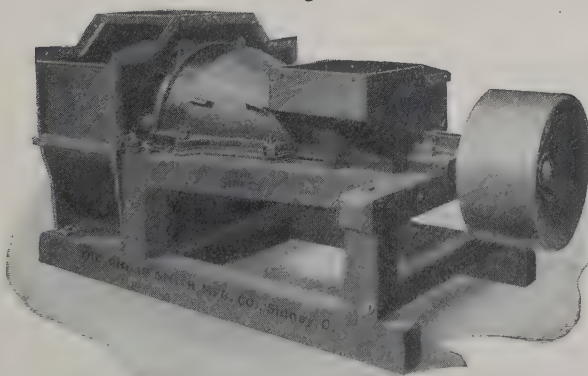
**RICHARDSON SCALE COMPANY**

3 Park Row, New York

79 W. Monroe Street, Chicago

413 Third St. So., Minneapolis

## The Sidney Corn Sheller and Boot Combined —Showing Side Feed Hopper.



(PATENT PENDING)

**R**EQUIRES no hoppering to boot, no fan to discharge grain to boot, the grain being discharged direct from sheller to the boot, the boot forming a part of the sheller. All bearings babbitted with the very best babbitt. End plates removable, making interior of boot or sheller easily accessible in case of accident to machine or choke up in elevator. All shelling parts of shelling surface chilled insuring durability; same applying to all "SIDNEY" Corn Shellers.

WRITE FOR CATALOGUE No. 25

which will give you full information in regard to our line of Shellers.

**The Philip Smith Mfg. Co., Sidney, Ohio**  
A Complete Stock Carried at Enterprise, Kansas

## ELEVATORS WANTED

To get in direct communication with would-be buyers of grain elevators reply to ads in the "Elevators Wanted" columns of the GRAIN DEALERS JOURNAL.



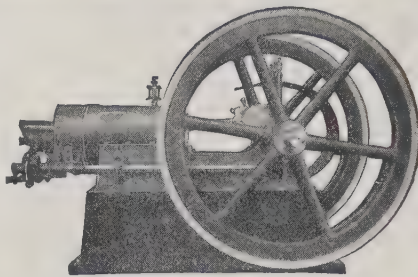
**WITTE GAS AND GASOLINE ENGINES**

All sizes; any grade fuel.  
The Elevator and Grain trade our specialty.  
The Witte represents the highest perfection in accuracy and mechanical workmanship.  
All valves vertical and self-seating.  
Bensonized Bronze Bearings.  
Automatic wipe oilers.  
Noiseless safety Auto Mufflers.

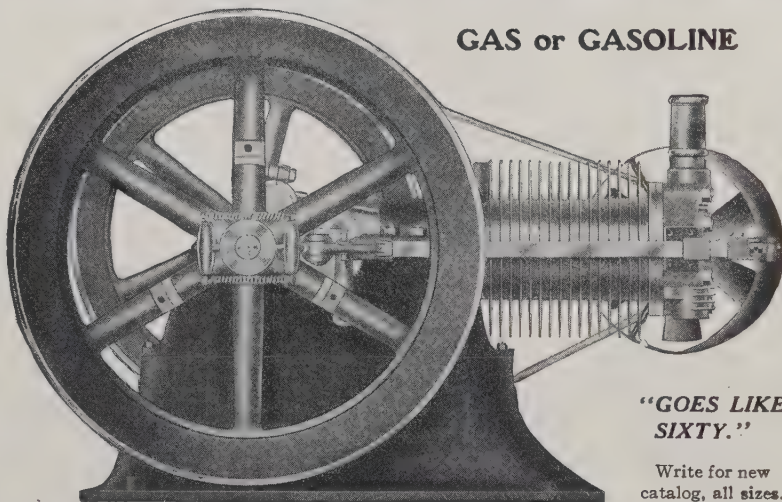
**FIVE YEAR BOND GUARANTEE**

Prompt Deliveries Complete Equipments.  
Get Elevator Catalog X

**WITTE IRON WORKS CO.** 1626 Oakland Ave., KANSAS CITY, MO.

**GILSON 5 Horse Power AIR-COOLED ENGINE**

GAS or GASOLINE



"GOES LIKE  
SIXTY."

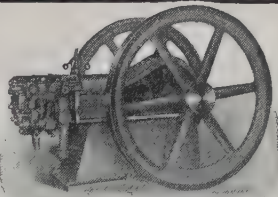
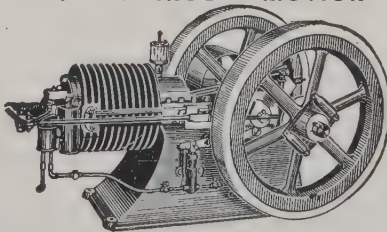
Write for new  
catalog, all sizes.

**GILSON MFG. CO., 644 Park St., Port Washington, Wis.**

New—Near-New  
Rebuilt and  
2nd Hand  
Gas Engines

of our own  
make, thor-  
oughly guar-  
anteed—8 to 50  
H. P. Let us  
know your re-  
quirements and  
we can, no  
doubt, fit you  
out with just  
what you want.

**The New Era Gas Engine Co**  
86 Dale Avenue, DAYTON, OHIO

**720 HOURS  
OF CONTINUOUS MOTION**

Run this engine 24 hrs. a day for 30 days—Free,  
we even pay the freight both ways to convince you  
that this air cooled engine is the engine for you.  
Right now Write.

**GADE BROS. MFG. CO., 110 Main St., Iowa Falls, Ia.**

**The 6-Column Entry Book**

is designed for original entry work, but it is adaptable to many different uses. It has one wide column and 6 narrow columns on each of its 150, 9½x12 inch pages. The column headings are blank and can be filled in by user to suit his requirements. The book is made from canary colored writing paper, clearly ruled in three colors, and bound in marble board covers with Russia leather back and corners. Order Form No. 6.

Price \$1.00.

**GRAIN DEALERS JOURNAL**  
255 La Salle Street, Chicago, Ill.

**Gas Engine Books**

Operators of Gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance:

**The Practical Gas Engineer**, by E. W. Longanecker, M. D., Price, \$1.00.

**The Gas and Gasoline Engine**, by Norman & Hubbard, Price, \$1.00.

**The Gas Engine Handbook**, by E. W. Roberts, Price, \$2.00.

**Gas Engine Troubles and Remedies**, by Albert Strittmatter, Price, \$1.00.

**Plain Gas Engine Sense**, by E. L. Osborne, Price, \$1.00.

For any of the above address,

**Grain Dealers Journal**  
La Salle Street, - Chicago, Illinois

**Save Time  
Labor and  
Costly  
Mistakes**

The old-fashioned paper and pencil method, use of cumbersome and out-of-date grain tables in computing the cost of different quantities of grain or in reducing pounds to bushels is being rapidly replaced by

**CLARK'S DECIMAL  
GRAIN VALUES**

The tables show the cost of any quantity of grain at any possible market price, and the reduction of pounds to bushels all on the same page.

Values are shown directly from the pounds without reducing to bushels.

Quantities are shown in red figures, values in black, and price given at the top and bottom of each page.

Three minutes' explanatory use, means a continuous service.

Will stand the wear and tear.

Time saved in a month pays initial expense.

Table contains oat values, 32 lbs., 10 to 79 cents per bushel; corn, rye and flaxseed values, 56 lbs., 10 cents to \$1.09 per bushel; wheat, clover, peas and potato values, 60 lbs., 30 cents to \$1.59 per bushel; and barley and buckwheat values, 48 lbs., 20 cents to \$1.49 per bushel.

**FINEST THING IN THE  
WORLD FOR**

Checking accounts or reports.

Monthly inventory.

Station report checking.

Daily grain computations.

At any time where speed and accuracy are desired.

Before "the rush" comes—now's the time to order yours. Send \$5 for table bound in art canvas, printed on 80-lb. book paper, or \$6 for one printed on heavy linen ledger paper, bound in cloth, half leather.

**Grain Dealers Journal**

315 South La Salle Street,

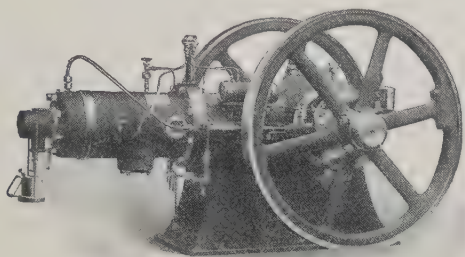
CHICAGO, ILL.



**50c** } **Runs a 25 Horse**  
**A DAY** } **Power 10 Hours**

## The Muncie Oil Engine

"Producing Power with the Cheapest Fuel."



It Operates on Crude Oil, Fuel Oil, Kerosene or Distillate. The few working parts reduce possible repairs and expenses to a minimum making the engine pay for itself in a short time.

*Write for particulars, references and prices.*

**Muncie Gas Engine & Supply Company**

Mulberry St. and Railroads MUNCIE, INDIANA



## Ideal Power for the Elevator

A combination of efficiency, reliability, and economy is the cause of the great success of I H C Gasoline Engines. For elevators, they furnish absolutely ideal power. One of the great advantages offered is the instantaneous starting of the power whenever wanted, and the stopping of all fuel expense directly the power is turned off. Stand-by expense which is a big item where steam is used is absolutely avoided. The power runs smoothly and with perfect safety—all it needs is a little lubrication every two or three hours. Risk of fire from the plant is entirely avoided. The power is compact, clean, safe, and economical.

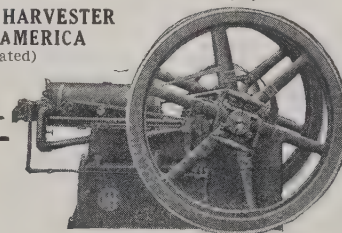
### I H C GASOLINE ENGINES

are built to meet every power requirement. 1 to 50-horse power, horizontal, vertical, portable or stationary. Their reliability and economy have been established beyond a doubt. Let us know your power needs—there is an I H C Gasoline Engine that will meet them perfectly.

Write for catalogue and full information.

**INTERNATIONAL HARVESTER  
COMPANY OF AMERICA**  
(Incorporated)

21 Harvester Bldg.  
Chicago U S A

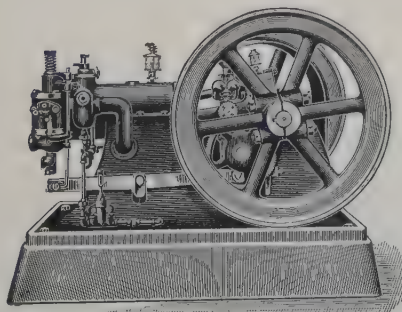


## Get to Know the ALAMO

IF YOU HAVE TRIED THE REST, NOW TRY THE BEST

Alamo engines are built in sizes from 2 to 60 H. P. Are used by the largest railroad companies in the world, as well as some of the largest grain elevator companies.

Write us and we will give you the names of men near you who have an Alamo.



**Easy to Start**  
**Economical**  
**Durable**

Complete stock  
of repairs at the  
Omaha house.

Manufactured by the **Alamo Mfg. Co., Hillsdale, Mich.**

**WRITE**

**ALAMO ENGINE & SUPPLY CO., Omaha, Nebr.**

for Information and Catalog in Central Western States.

## OTTO GAS AND GASOLINE ENGINES

Have a world wide reputation for Fuel Economy.

Have been the standard for Reliability for thirty-five years.

Have over 100,000 satisfied users to whom we refer.

The OTTO has been awarded over 475 medals and diplomas, and has won in every competitive test.

OTTO engines are made from one to three hundred horse power and are designed to use gasoline, distillate, alcohol, liquid fuels, natural, illuminating and producer gas.

We make engines for every power purpose. Write to-day for literature covering type of engine that interests you.

## THE OTTO GAS ENGINE WORKS

3217 WALNUT STREET, PHILADELPHIA, PA.  
637 So. Dearborn Street, Chicago, Ill.

LARGEST AND OLDEST MANUFACTURERS INTERNAL COMBUSTION ENGINES IN THE WORLD



**Lincoln and Capital Coal,  
Shaker Screened Lump,  
Roller Screened Egg & Nut.**

**Domestic Sizes  
Contain No Screenings.**

**Mines: Lincoln and Springfield, Ill.**

**LINCOLN - SPRINGFIELD  
COAL CO.**

**Old Colony Bldg., . Chicago**

**COAL!**

**Lill-Robinson Quality**

is MORE than the standard; it is the best! When you buy

**"L-R" Coal**

you not only get the very best the market affords, but you get even more than this. You get

**Lill-Robinson Service**

This means that when you order coal from the "L-R" Company, you get "what you want when you want it," and if you have had much experience in buying coal you know what this means.

We are shippers of the very best coal from the following fields:

**"ECONOMY" 6" Lump and Egg and 3" Nut, Franklin County, Illinois.**

**CARTERVILLE 6" Lump and Egg and 3" Nut, Southern Illinois.**

**"GOOD WORTH" Lump, Egg and Nut, from Indiana.**

**LONE RIDGE POCAHONTAS from West Virginia.**

**SUNDAY CREEK HOCKING, Ohio.**

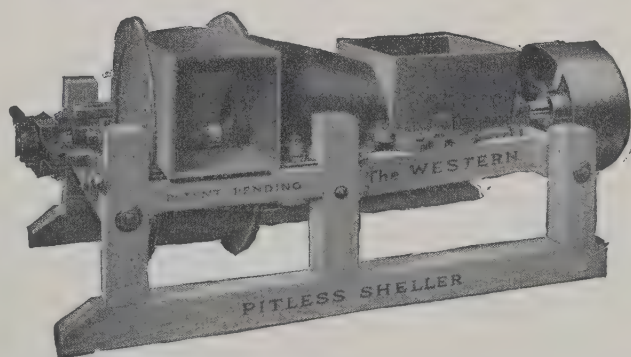
Write us for delivered prices at your station.

**LILL-ROBINSON COAL COMPANY**

203 S. DEARBORN ST., CHICAGO

Long Distance Phone, Wabash 3288—ALL DEPARTMENTS

## A STRONG COMBINATION



you buy a Western Cleaner you get two machines for the price of one.

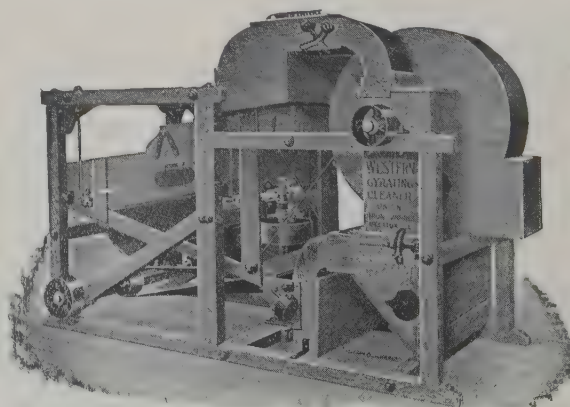
The Western Sheller is strong and durable and made to fit all conditions. Has solid, full-turn conveyor feeders, making a positive feed, wide flaring hoppers, giving greater capacity and affording no possibility of corn bridging; patent adjusting lever, enabling the operator to instantly adjust the cylinder while running to all kinds and conditions of corn; shelling parts all subjected to our special chilling process, making them harder than steel. Seasoned Hard Wood frames, discharges either direction—right or left, under or over.

Get our catalogue before buying—"Everything for the Elevator."

**Union Iron Works, Decatur, Illinois**  
1221-1223 Union Avenue, Kansas City, Mo.

Use care in the selection of Machinery for your elevator. The kind of satisfaction given by the WESTERN CLEANERS AND SHELLERS, the kind of work they do, make them the combination you should use.

The Western Gyration Cleaner is built especially for separating corn from cobs as they come from the sheller, and recleaning corn and oats; it is also an excellent wheat and small grain cleaner when fitted with extra screens furnished for that purpose. When





# "Wanted" and "For Sale"

The rate for advertisements in this department is 20 cents per type line each insertion

## MACHINES FOR SALE.

ONE NO. 10 CLIPPER CLEANER for sale. In good condition. Will sell at a bargain. For further particulars address Farmers Elevator Co., Hunter, N. D.

MACHINES not in use can quickly be sold by an advertisement in the "Machines For Sale" column of the Grain Dealers Journal, Chicago, Ill.

FOR SALE—One No. 1 Willford 3 roller feed mill, one 12 in. attrition Monarch, one No. 2 Fairbanks-Morse crusher; all good machines and will be sold cheap. Box 4, Kelley, Iowa.

PETERSON OAT BLEACHER in good running order. Sold to be replaced by larger machine. Snap for Country Elevator to get in shape to handle stained oats at fraction of cost new machine. Address Bleacher, Box 1, Grain Dealers Journal, Chicago.

## GRAIN CLEANERS FOR SALE.

One No. 9 Clipper cleaner.....\$25.00  
Two No. 7 Clipper cleaners..... 20.00  
One No. 10 Clipper cleaner..... 20.00  
One No. 3 Eureka cleaner..... 20.00  
These machines have full set of screens and are practically in good working order. They were replaced by larger machines. Bad Axe Grain Co., Bad Axe, Mich.

SECOND HAND FOR SALE—Attrition mills: 3-24" Cogswell's; 1-24" Monarch; 1-20" Unique; 2-24" Foss; 1-19" Foss; 3 pair high roller mills; 2-9"x18" Noye gear drive; 1-9"x15" Case; 1-7"x18" 3 pair high Alfsee, belt drive; 1-7"x15" Alfsee, 2 high roller mill. Separators: 1 No. 1½ Barnard & Leas milling, 1 No. 31 Barnard & Leas Receiving; 1 No. 258 Eureka Magnetic, 25 bu. cap.; 1 No. 256 Monarch Magnetic, 50 bu. cap.; 1 No. 0 Howes Magnetic, 35 bu. cap. Dust collectors: 1 No. 3 P, 1 No. 4 A, 1 No. 2-B Wilson Tubular, 1 No. 2 Monarch. Address Sprout, Waldron & Co., P. O. Box 260, Muncy, Pa.

SECOND HAND MACHINERY.—We offer the following Rebuilt Machinery at greatly reduced prices (subject to prior sales): Largest stock in the world.

Separators—No. 3, No. 4 and No. 98 Barnard's, No. 8 Eureka, No. 5 Monitor Elevator Separators. No. 0 and No. 4 Richmond, No. 3 Eureka Milling Separators. Oatclippers—Nos. 6, 8 and 9 Invincible, No. 4 and No. 321 Eureka and No. 4 Barnards.

Feed Mills, 7x14 Great Western, 7x14 Nordyke & Marmon, and 9x24 Barnard & Leas, all two pair high; 6x20 Challenge, 9x18 Smith, 9x18 Hutchinson, 9x24 Alfsee, and 9x30 Wolf, all three pair high, and many others.

Roller Mills—All sizes and makes, single and double.

Attrition Mills, 19 inch, 22 inch and 26 inch Foss, 30 inch American, 22 inch and 24 inch Unique, 20 inch Monarch.

Corn Crushers, Nos. 7 and 8 Bowsher; No. 1, Styles N, L and T Foss; No. 2 Triumph, No. 12 Sullivan No. 3 Monarch.

Corn Shellers—No. 2 and No. 4 Victor, No. 5 Keystone, No. B Standard and 2-Hole Joliet.

Steam Drier.—No. 2 Cutler with hood and steam trap.

Elevator Belts—1,200 ft. 22 inch, 6 ply Rubber Belt with 20x6 Buckets attached @ 50c per ft., and many other sizes.

Pulleys—A big lot, both wood and iron, from 3 inch to 10 ft. in diameter.

Write for new book "Gump Bargains," No. 2D, giving complete list all machines in stock.

B. F. Gump Co., Mill and Elevator Machinery, 431-433-435-437 S. Clinton St., Chicago.

## MACHINES FOR SALE.

FOR SALE—Scientific feed grinder and crusher, style L. No. 1, price \$25. No. 14 Western warehouse sheller, price \$25. Both machines in first class condition. A. H. Webber & Son, Padua, Ill.

FOR SALE — COMPLETE STEAM PLANT consisting of one 8 h.p. Fairbanks-Morse engine, comparatively new, with 100 h.p. tubular boilers, pump, heaters, etc., all in first class condition. Plant removed on account of using natural gas. Will be sold cheap. Address Wheelersburg Milling Co., Wheelersburg, Scioto Co., Ohio.

FOR SALE CHEAP—One No. 1 United States Pitless Corn Sheller, capacity 800 to 1,000 bus. per hour. Good condition. One No. 2 Victor Warehouse Corn Sheller, capacity 500 to 700 bus. per hour. Very little worn. One No. 10 Boss Car Loader. Good as new. One Sturtevant Fan 24-in. diameter. Good as new. Crabbs Reynolds Taylor Co., Crawfordsville, Ind.

## MACHINES WANTED.

WANTED—Grain Dealers who are contemplating installing new machinery to use the "Machines Wanted" columns of the Grain Dealers Journal in securing prices and estimates of machines for sale. We can save you money. More than value received.

## PULLEY COVERING.

WARRENS PULLEY COVER is applied with a brush as easily as ordinary paint and dries in from two to four hours. You can do the work at night when the machinery is idle and begin to cut down expenses the next day. The Pulley Cover is extremely durable and lasts from one to three years, depending on the service required. It gives a firm, leathery surface for the belt to grip—eliminates the impractical extravagance of leather lagging, the sticky unreliability of "belt dope." It is a practical, inexpensive, efficient time saver, as long as you run a belt on a pulley. Write for particulars regarding Special Case Outfit. The Warren Co., 232 La Salle St., Chicago, Ill.

## SCALES FOR SALE.

SCALES for elevators and mills, lowest price. Chicago Scale Co., Chicago.

SCALES of all kinds repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, O.

## REFITTED SCALES.

400 to 2500 lb. Portable platform  
1000 to 5000 lb. Dormant, all sizes  
4 to 15 ton wagon scales, all sizes  
1 50 ft. Howe 80 ton track scale  
1 44 ft. Fairbanks 100 ton track scale with recording beam. Southern Scale Co. 407 North 4th St. St. Louis, Mo.

## MISCELLANEOUS.

FOR SALE—One No. 3 crown press and lot of rubber type, suitable for printing cards, etc.; outfit cost \$25, will sell cheap. Address Jas. W. Cryder, Paris, Ill.

## BUILDING MATERIAL.

2 MILLION FT. 2x6, 2x8, 2x10 hemlock cribbing; all size timbers, boards and ready roofing. J. G. Ruel, 7337 Stony Island Ave., Chicago.

## BAGS FOR RENT.

SECOND HAND COTTON GRAIN BAGS for sale from 100 to 5,000. For terms write Foell & Co., 123 Market St., St. Louis, Mo.

## GASOLINE ENGINES

ONE 50 H. P. IMPROVED MILLER GAS engine for sale. Gregory Electric Company, 16th & Lincoln Sts., Chicago, Ill.

ONE 15 H. P. PORTABLE International gasoline engine for sale. In good condition. Address Lock Box 62, Marcellus, Mich.

IF YOU HAVE a gasoline engine for sale advertise in the "Gasoline Engines" column of the Grain Dealers Journal and get quick results.

\$285 TAKES ONE 25 H.P. horizontal gasoline engine, in first class condition. Many other sizes in stock. State your requirements. The Badger Motor Co., Milwaukee, Wis.

## GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.  
25 H. P. Columbus.  
25 H. P. Fairbanks-Morse.  
22 H. P. Fairbanks-Morse.  
15 H. P. Fairbanks-Morse.  
12 H. P. Fairbanks-Morse.  
6 H. P. Fairbanks-Morse.  
4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

## GASOLINE ENGINES FOR SALE.

2-10 H. P. Fairbanks-Morse horizontal, used, good condition, ea. \$ 20.  
1-12 H. P. Fairbanks-Morse, vertical, nearly new ..... 200  
1-15 H. P. Waterloo horizontal, used, in good condition..... 150  
1-15 H. P. Weber horizontal, used, in fine condition ..... 200  
1-15 H. P. Otto horizontal, used, in good condition ..... 200  
1-15 H. P. Fairbanks-Morse horizontal, short base, used..... 200  
1-15 H. P. Fairbanks-Morse horizontal, stationary, good condition. 250  
1-28 H. P. Lewis horizontal, used, in good condition..... 350

## PRODUCER GAS PLANTS.

1-30 H. P. Otto single cylinder horizontal, special electric producer gas engine, together with Otto Suction gas producer for Anthracite coal ..... 800  
Full description and price on these plants given on application. Power Equipment Co., 212-218 Third Ave. No., Minneapolis, Minn.

## STEAM ENGINES—BOILERS.

ONE 15 H. P. C. C. C. stationary steam engine for sale. Good as new. Price \$85. Address R. B. Catton, Brimfield, Ill.

ONE 40 H.P. PENNSYLVANIA BOILER for sale. Internal furnace; 125 lbs. working pressure. Whalen Bros. & Grant, Charleston, Ill.

## INFORMATION.

ADDRESS WANTED of John Ross, formerly located at Abingdon, Ill. Address Friend, Box 6, Grain Dealers Journal, Chicago, Ill.

READERS DESIRING to learn by whom, or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

## LAND FOR SALE.

FOR SALE OR TRADE 320 acres on land on Lake Superior in Wis. in the fruit belt. Box 329, Kingfisher, Okla.



**ELEVATORS FOR SALE.**

**SOUTHERN OHIO.** Elevator and coal yard for sale. Address Ohio, Box 4, Grain Dealers Journal, Chicago, Ill.

**TWO GRAIN ELEVATORS,** coal house, corn crib, office and residence for sale. M. E. Cardwell, Rockwell, Ia.

**NORTH EAST KANSAS.** For sale 15,000 bu. iron-clad gasoline power elevator. Price \$6,000. Address H. K., Box 5, Grain Dealers Journal, Chicago, Ill.

**SOUTHWESTERN IOWA** elevator and coal business for sale in town of 1,500. Good territory; on own ground. Address I. R. V., Box 10, Grain Dealers Journal, Chicago, Ill.

**CENTRAL INDIANA.** Elevator, coal, feed and flour business at a bargain; good wheat and oats crop; no competition; everything first class; good churches, school and college. Address Box 363, Upland, Ind.

**CENTRAL ILLINOIS.** Elevator for sale at 400,000 bu. station. One competitor. Reason for selling, poor health. Address H. A. R., Box 12, Grain Dealers Journal, Chicago, Ill.

**IOWA.** For sale—lumber yard, 2 elevators, 6 coal bins and cement block plant, all one business in Cherokee, Iowa; all doing good business. Address Elmo Archer, Cherokee, Iowa.

**MINNESOTA. FOR SALE AT A BARGAIN** to close an estate, the Plymouth Elevator located at St. Peter, Minn. Capacity 50,000 bus. Will sell at a great sacrifice. Address W. Z. Sharp, Trustee, Sioux Falls, S. D.

**FOR SALE PART INTEREST** or all of 50,000 bu. grain elevator, also 100 car hay warehouse, with established profitable grain business, at large terminal market. Address Terminal, Box 5, Grain Dealers Journal, Chicago, Ill.

**OHIO.** Will trade for land or sell for cash elevator, garage and coal yards. Land must be in Ohio, Ind., or Ill. This is a good business. No better grain country can be had. Poor health reason for selling. Address Chance, Box 4, Grain Dealers Journal, Chicago, Ill.

**WESTERN ILLINOIS.** For sale, elevator proposition with two good elevators. 30,000 bu. working house, 20,000 bu. storage house. No competition; station handles 250 to 275 M. bu. Up to date town. Address W. J. B. Box 3, Grain Dealers Journal, Chicago, Ill.

**EASTERN INDIANA.** For sale 40 M bu. cribbed and hopped elevator. Shipped 100 cars grain, retailed 100 cars coal, also large retail flour and feed trade. Business is making money. Good reasons for selling. Address Wm., Box 6, Grain Dealers Journal, Chicago.

**SOUTH EASTERN NEBRASKA.** 20M capacity frame elevator for sale, in good town, well located for local coal and feed business. Good wheat, corn and oats country. Corn crop very promising. Good school advantages. \$4,000. Address Nebr. Box 5, Grain Dealers Journal, Chicago, Ill.

**200,000 BUS. GRAIN BUSINESS** with two up-to-date elevators and flour mill for sale. Large exchange and feed trade. No competition. Over 100 cars coal trade. In Ohio town of 1,300 population, in excellent, thickly settled farming community. Price is right. Address S. T., Box 4, Grain Dealers Journal, Chicago, Ill.

**NORTHERN ILLINOIS.** Two good elevators in consecutive towns on the C. G. W. R. R. for sale. No competition; big storage; large territory; good paying side lines in connection; business on good paying basis; prospective purchasers of plant should come and see figures to be convinced of the value of the proposition. Price right. Reason for selling, other business. No trades considered. Address Snap, Box 3, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR SALE.**

**FOR SALE.** New up-to-date grain elevator. Fred Blattner, Wellsville, Mo.

**INDIANA ELEVATOR** and exclusive grain business; good side lines and a money maker. Address Box 363, Upland, Ind.

**NEBRASKA.** Half interest in large mill and elevator for sale. Bargain. U. G. Albert, Lincoln, Nebr.

**NORTH NEBRASKA.** For sale, elevator and implement business in good grain country. Address S. R., Box 3, Grain Dealers Journal, Chicago, Ill.

**NORTHWESTERN OHIO.** For sale, one of the best elevator and coal propositions in the state. Address C. O. D., Box 7, Grain Dealers Journal, Chicago.

**MINNESOTA.** For sale terminal elevator at Minneapolis, Minn. Good storage and working house. Valuable trackage. Reasonable price and terms. Also country elevators in Iowa, North and South Dakota. Write for particulars. Address Mpls. Box 6, Grain Dealers Journal, Chicago.

**10,000 BU. ELEVATOR AND 50 bbl.** steam roller mill for sale. An up-to-date flour and feed mill (Allis system) in good dairy country on side track of main line of C., M. & St. P. R. R. No opposition. Everything in running order. Address G. G., Box 4, Grain Dealers Journal, Chicago.

**NORTHERN KANSAS.** For sale, grain, coal, feed, flour and hay business. In town of 2,000 inhabitants. Elevator, coal bins and hay barn all on our own land; 300 ft. track; doing nice business; good reason for selling. Address Kansas, Box 6, Grain Dealers Journal, Chicago, Ill.

**CENTRAL IOWA.** For sale, large and profitable business in grain, coal, salt, mill feed, etc. 20 M cribbed elevator; coal bins 500 tons, corn cribs 3,500 bu., warehouses, etc. All buildings in good repair. Good town, 1,000 pop. Address M. C. H., Box 6, Grain Dealers Journal, Chicago, Ill.

**INDIANA.** 10,000 bu. capacity elevator for sale. Handle 100 cars grain a year; grinding feed a specialty; big flour and feed trade, no competition; have side lines; good margins; big corn crop, good wheat and oats country; good boiler and engine. Price \$5,000. Address Indiana, Box 4, Grain Dealers Journal, Chicago, Ill.

**ELEVATOR FOR SALE AT BARGAIN.** Owner now in Sanitarium. Capacity of elevator 40,000 bus. wheat; also has corn mill and does large flour, meal and feed exchange business. Located in county seat town; no flour mill there. Good wheat and corn country. Address Elevator, Box 3, Grain Dealers Journal, Chicago, Ill.

**WESTERN OHIO.** For sale 35,000 bu. capacity elevator. Equipped with 35 h. p. engine, 45 h. p. boiler, corn sheller, dumps, cleaners and all machinery. 27,000 bus. grain and 7,000 bus. ear corn; large cob house and flour room; good flour trade and handles about 800 ton coal annually; located on two railroads and own ground of 1½ acres; fine town of 800 population; two banks and electric lights; fine agriculture country and good spot for corn, oats and wheat. This is a money maker. Address W. P. O., Box 8, Grain Dealers Journal, Chicago, Ill.

**FOR SALE—A mixed car business** ideally located, modern in every respect and last month did the following business:

Total sales	\$19,255
Gross profits	2,503
Expense	835

Net profits for 30 days 1,688  
The business is running regularly at about \$1,000 a month profit and we propose to substantiate it to investigating purchasers by a reference to the records. We offer the whole plant at \$15,000. Sounds ridiculously cheap. Let us explain to you the circumstances and if you have even a remote idea of buying anything you will grab this. Address Profit, Box 6, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR SALE.**

**KANSAS.** Only elevator in town of 600, 17 miles west of Leavenworth, Kans. Cribbed house, 15,000 bu. capacity; ear corn station. Do \$60,000 business annually. Address Terrill & McGrath, Box 281, Robinson, Kansas.

**ELEVATOR** on 175 feet frontage on main street, growing city of 6,000 population. Grain, feed, flour and seed business. A paying proposition. Terms on application. Other interests reason for selling. Address C. H. Baker, Devils Lake, N. D.

**OKLAHOMA.** Elevator and an established business doing over \$6,000 worth of business per month, which I will sell for cash. Nice residence with roomy lots to go with it in good school and church town, with 1,000 inhabitants. Address Okla., Box 6, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS WANTED.**

**WANTED IN N. W. OHIO, SOUTHERN Mich., or eastern Ind.,** grain and coal business, or will buy half interest with right parties. Address Interest, Box 4, Grain Dealers Journal, Chicago, Ill.

**WANTED AN ELEVATOR** in North Dakota or Montana. Capacity not over 25,000 bus., in good grain territory, handling at least 100,000 bu. annually. Will pay cash. Address A. Maurer, Rugby, N. D.

**WANTED—By a practical grain man** an interest in an elevator with party having money to operate the business. At present am running the grain business for other parties and making good money. Address, Box 63, Stafford, Kansas.

**WANTED ELEVATOR** in western Ohio or eastern Ind., on own ground, handling not less than 100 cars of grain in an average year. No objection to feed and coal in connection. Address Lock Box 75, West Milton, Ohio.

**ELEVATOR BROKERS.**

**C. A. BURKS,** Decatur, Ill., buys and sells elevators.

**WE BUY AND SELL ELEVATORS.** FOR INFORMATION WRITE THE TRISTATE GRAIN COMPANY, SIOUX FALLS, SO. DAK.

**JAMES M. MAGUIRE,** Campus, Ill., Elevator Broker, can suit you in an elevator from \$5,000 up. Can give good terms on many of them. Write for information or to make appointments.

**BUYER OR SELLER.**

**R. W. Jeter,** the elevator salesman, can furnish you with either one. If you wish to buy an up to date plant or if you have one to sell, write me and I can prove to you that I handle the best, and it is thru this reputation that I solicit your continued patronage. Write at once. R. W. Jeter, Ashton, Ill.

**BUSINESS OPPORTUNITIES.**

**WANTED—By largest country shippers** of kaffir corn in West, correspondence with eastern buyers with view of establishing business. Address Shipper, Box 4, Grain Dealers Journal, Chicago, Ill.

**FOR SALE—Active working interest** in old established Cincinnati grain and hay house, doing a large business. Part cash, balance realty, if necessary. Address Estep, Box 5, Grain Dealers Journal, Chicago, Ill.

**NORTHERN OHIO.** For sale an up to date seed and wool house, fully equipped with cleaners and elevators. Located in best seed country in Ohio. Good shipping facilities. Address Northern, Box 3, Grain Dealers Journal, Chicago, Ill.

**FACTORY PLANT** in town of 1,200, good farming country near Cincinnati. Practically new machinery for feed grinding, corn meal and wheat cleaning; also complete butter making creamery, warehouse and corn crib. Address H. J. Whitacre, 22 W. 7th St., Cincinnati, Ohio.



## BUSINESS OPPORTUNITIES.

**WANT TO EXCHANGE** land and income property for mill or grain and feed business. Plant not to exceed 12,000. Will give big deal for a good business. J. A. Frick, Eldorado Springs, Mo.

## MILLS FOR SALE.

**ARKANSAS.** For sale or trade new 3 story roller mill at Imboden. Lawrence County, Ark., in first class condition. Fine business location. Write Robert L. Knie, Cordell, Okla.

**FEED MILL, FLOUR AND** coal business in small town, in good farming section in southern Michigan; only 13 miles from Detroit on M. C. R. R. Also 5M bus. elevator; good house and barn; building cannot be put up today for price asked; good reasons for selling. Address Feed Mill, Box 1, Grain Dealers Journal, Chicago, Ill.

**FEED MILL FOR SALE**, doing practically all the feed business in a good town of 1,000 inhabitants and adjoining territory. Equipped with a 16 h. p. Fairbanks engine, also good feed mill and plenty of room for storage. Will sell for one-fourth cash and balance on easy payments. Good reasons for selling. A money maker for a hustler. Address Lock Box 4, Lakota, N. D.

**CENTRAL ALABAMA.** Corn and feed mill for rent or sale. Best location for mill in state; large territory with mill in transit rates; large storage warehouse with mill, 500 feet R. R. track on mill property; meal, chops, cracked corn, horse and mule feed, dairy feed (alfalfa and plain) and poultry feed the product of this mill; up to date machinery; capacity meal 2,400 bu., chops or cracked corn 2,400 bu. feed two cars a day 24 hours. Address Box 676, Montgomery, Ala.

## MILLS WANTED.

**WANTED**—Location for a 50 to 65 bbl. flour mill. Address W. E. Robertson, Morrill, Kansas.

## SITUATIONS WANTED.

**WANTED POSITION AS MANAGER** of elevator. 12 yrs. experience in buying corn and oats. Best references. Address K. C. W., Box 4, Grain Dealers Journal, Chicago.

**WANTED POSITION** as bookkeeper with milling or elevator company, by young man. Experienced; good references. Address J. A., Box 5, Grain Dealers Journal, Chicago.

**WANTED—POSITION AS MANAGER** of an elevator. Am perfectly capable and can give reference. Married. E. L. Reed, De Witt, Ill.

**WANTED—POSITION** as grain buyer or to handle elevator. 15 years experience gas or gasoline engines. Speak English only; married; highest references. B. Y. Cogar, Danville, Ky.

**POSITION WANTED** by an elevator superintendent with several yrs. experience; competent of taking full charge; first class reference. Address Competent, Box 7, Grain Dealers Journal, Chicago.

**YOUNG MARRIED MAN** with 8 years experience would like position as manager of country elevator. References. Address R. O. Y., Box 3, Grain Dealers Journal, Chicago, Ill.

**WANT A JOB** as grain buyer, manager of an elevator, engineer, traveling solicitor or any position connected with the grain business? If so, make your wants known to progressive grain dealers who are in need of experienced help through the "Situation Wanted" column of the Grain Dealers Journal.

**AN EXPERIENCED MAN** who has been with one firm for 15 years as manager of a large line of country elevators would like to get a similar position or as a travelling solicitor for an up-to-date firm. Can furnish many good references. Address Moneymaker, Box 7, Grain Dealers Journal, Chicago.

## SITUATIONS WANTED.

**POSITION WANTED** as business solicitor, well acquainted with cent. Ill. Prefer consignment house. Address Solicitor, Box 5, Grain Dealers Journal, Chicago.

**WANTED POSITION** in grain business. 8 yrs. experience; 1st class references; 31 yrs. of age; married; German; good habits. Address R. A. F. Box 6, Grain Dealers Journal, Chicago, Ill.

**SITUATION WANTED AS MANAGER** of country elevator, hay, grain of all kinds, lumber, coal, flour, feed and stock if necessary. Practical in all things. Best of reference and bond if required. Can handle any kind of machinery, build or repair. Address 111 N. E. Maple St., Girard, Kansas.

## HELP WANTED.

**WANTED MEN TO MANUFACTURE** article that will pay from \$5 to \$15 daily. Can be done during spare moments. An especially good proposition to elevator men. No experience necessary. Send 50c for sample. Success Sales Co., Dept. E., Hancock, Minn.

## PARTNERS WANTED.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade thru the Partners Wanted column of the Grain Dealers Journal.

**WANTED PARTNER** in elevator in bean belt of Michigan. To an active party this is a good opportunity. Address Partner, Box 6, Grain Dealers Journal, Chicago.

# Say

Let the Grain Dealers Journal  
Want Ads do your work.

*They bring quick results.*

**CENTRAL ILLINOIS.** Grain and coal business for sale. Everything first class; fine town; good money maker, nothing better. Price \$9,500, part cash. Address Bargain, Box 5, Grain Dealers Journal Chicago, Ill.



Grain Dealer's Journal,

Chicago, Illinois.

Dear Sirs:—

You may remove the enclosed add from the columns of your Journal. Our plant here has been sold to Mr. S. K. Bankert, Plymouth, Indiana. The plant we sold through Mr. John A. Rice, Frankfurt, Ind., however we must express our astonishment "pulling qualities" of the Journal. We were litterly snowed under with good strong inquiries, and you know that the elevator market is exceedingly dull just now.

We have used the Journal "add columns" frequently within the last ten or twelve years, and always with decidedly satisfactory results. It is our experience a case of making the price right; insert an add in the Journal, and first thing we knew we were out of business.

Yours truly,  
Kaiser & Co.

NEWMAN, ILL. 3/31/11.



**GRAIN WANTED.**

**SALVAGE GRAIN.** We buy grain salvage in any quantity, wet or dry. American Cattle & Poultry Food Co., Binghamton, N. Y.

**NEW WHEAT AND OATS** of every description wanted. Mail samples and name price delivered Philadelphia. Address L. F. Miller & Sons, Phila., Pa.

**WANTED**—Off grade and salvage wheat and corn of every description. I make a specialty of it. C. C. Lewis, Chamber of Commerce, Buffalo, N. Y.

**HAY WANTED.**

**HAY & STRAW WANTED**—Correspond with us. W. J. Armstrong Co., Milwaukee, Wis.

**HAY & STRAW WANTED**—Correspond with us. T. D. Randall & Co., 92 Board of Trade, Chicago, Ill.

**FLOUR FOR SALE.**

**MIXED CARS** of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

**BUCKWHEAT FOR SALE.**

**BUCKWHEAT FOR SALE** in car lots. Write for samples. A. Hakes, Manson, Iowa.

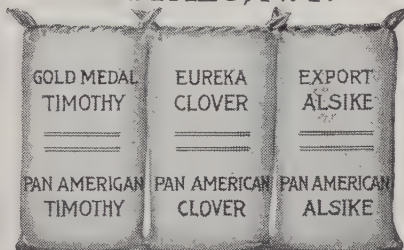
**PURE WHITE BUCKWHEAT FLOUR** for sale. Buckwheat groats and buckwheat grain. Miner-Hillard Milling Co., Wilkes-Barre, Pa.

**BUCKWHEAT WANTED.**

**BUCKWHEAT WANTED.** I will be pleased to receive samples and prices on choice new buckwheat grain in C. L. and L. C. L. f. o. b. Galena. Geo. J. Mulzer, Galena, O.

**SEEDS FOR SALE—WANTED**

**Whitney-Eckstein Seed Co.**  
**BUFFALO, N. Y.**



Timothy, Red Clover, Alsike, Alfalfa, White Clover, Crimson Clover, Canada Bluegrass, Redtop, Millets, Lawn Seed, Orchard Grass, Seed Grains, Peas, Popcorn, Etc.

**Correspondence Solicited**

**If Your Business**

isn't worth advertising  
advertise it for sale.

**Cover's Dust Protector**

Rubber Protector, \$2.00

Send postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**

124 Perley St., SOUTH BEND, IND.

**SEEDS WANTED**

**CLOVERS**—(Medium Red and Alsike)  
**TIMOTHY**

**Garton Cooper Seed Co.**  
SUGAR GROVE, ILL.

THE ALBERT  
**DICKINSON**  
COMPANY  
**SEEDS**

Timothy  
Clover  
Flax  
Agricultural

Grain Bags  
Pop-Corn  
Seed Corn  
Beans, Peas

**CHICAGO**                      **MINNEAPOLIS**

**ALL SEEDS SOLD**

Forty-eight inquiries from one insertion of an ad. in the "SEEDS FOR SALE" columns of the

**GRAIN DEALERS JOURNAL, CHICAGO**

**THE AD.**

**FOUR CARS NEW TIMOTHY SEED**  
for sale. Write for samples and prices. Yost & Morley, Libertyville, Ia.

**THE PROOF**

Libertyville, Ia., Aug. 20, 1911.

Gentlemen:—Please discontinue our "Seeds For Sale" ad., as we have sold all. We have received 48 inquiries up-to-date.

Respectfully, **Yost & Morley.**



## SEEDS FOR SALE—WANTED

### SEEDS WANTED.

WANTED FIELD SEEDS, all varieties. Quote, with samples. J. Oliver Johnson, Chicago, Ill.

TIMOTHY, ALFALFA, CLOVER AND seed corn. Supply samples and quotations. The M. G. Madson Seed Co., Manitowoc, Wis.

OATS WANTED. Carload of Swedish select or big four. Send us samples and state lowest price. Theo. Burt & Sons, Melrose, Ohio.

RED RIVER EARLY OHIO SEED potatoes. We also want to buy timothy seed, car lots or less; send samples; also Brome grass-millet seed, etc. N. J. Olsen Co., Moorhead, Minn.

TIMOTHY AND RED TOP  
Quote price with samples.  
M. J. Yopp Seed Co.,  
124 So. 2nd St.,  
Paducah, Ky.

### The Toledo Field Seed Co.

#### Clover and Timothy Seed

Consignments solicited. Send us your samples.  
Toledo, Ohio.

### The Indiana Seed Co.

Indianapolis, Ind.

We are in the market for Clover, Timothy, Alsike and other field seeds.

Send samples for our bids

### THE ILLINOIS SEED CO., Chicago, Ill.

#### WE BUY AND SELL

TIMOTHY, RED, WHITE, ALSYKE AND ALFALFA CLOVERS, RED TOP, MILLETS, BLUE GRASS, SEED GRAIN.

Ask for Prices. Mail Samples for Bids.



Headquarters for  
Wisconsin Grown  
Timothy and Clover  
Also Dry Land Montana  
Grown Alfalfa

ROSENBERG  
&  
LIEBERMAN  
MILWAUKEE, WIS.

CLOVERS CLIMAX  
SUPERFINE GRASSES  
BRAND

W. H. Small and Company

SEEDSMEN

Also RECEIVERS and SHIPPERS OF GRAIN and HAY  
EVANSVILLE, INDIANA

CLOVERS



GRASSES

### SEEDS FOR SALE.

ALFALFA SEED for sale. My raising. \$10 a bushel Sample on request. J. H. Smith, Sterling, Kansas.

IF THE SEEDS YOU WANT are not advertised here, write us. We keep a record of seed offered for sale and may be able to refer you direct to firms having what you want. Seed Dept. Grain Dealers Journal, Chicago, Ill.

### ALFALFA SEED

Utah and Idaho grown. We are the largest primary dealers in the west and received highest award at Exposition Universelle, Paris, France, 1900.

THE C. A. SMURTHWAITE CO.  
OGDEN, - - UTAH  
Est. 1887

### RECEIVERS

who want to reach the regular grain dealers of the country use space in the GRAIN DEALERS JOURNAL

### SEEDS FOR SALE.

ORCHARD GRASS AND BLUE GRASS. Ask for free booklet, samples and prices, car lots or less. Louisville Seed Co., Louisville, Ky.

You Can EASILY find a buyer for your pure seeds and grains by placing an ad in this column. Send to Mgr. Want Ad Dept., Grain Dealers Journal for particulars.

### IF YOU WANT

the Top of The Market for your  
TIMOTHY SEED Mail 2 oz. samples for bids to

SEED **G. S. MANN**, BROKER

512 Postal Telegraph Bldg., CHICAGO, ILL.

### FOR SALE

Alfalfa Seed Timothy Seed  
THE NEBRASKA SEED COMPANY

OMAHA, - - NEBRASKA

**K**AFFIR **K**ORN and **M**ILO **M**AIZE

Tomlin Grain Co.

KANSAS CITY, MO.  
BUYERS AND  
DISTRIBUTORS

Ask Us For Price

Established 1875

### The M. G. MADSON SEED COMPANY

SEED GROWERS, IMPORTERS and MERCHANTS

Send for Samples and Price

MANITOWOC, WISCONSIN

Have 10,000 Bu. CHICKEN FEED WHEAT on hand

Wire or Write for Samples and Prices

### HUHN ELEVATOR COMPANY

Chamber of Commerce, MINNEAPOLIS, MINN



Minneapolis Seed Company

Minneapolis, Minn.

# SEEDS

OUR SPECIALTY IS TIMOTHY

Send Samples for Prices

## IF YOU WANT

regular country shippers to become familiar with your firm name, place your "ad" here.



## THE INVINCIBLE Combination Scourer, Clipper and Cleaner

*Two machines in one at  
about the one cost*

The best way to treat oats is to put them through this wonderful machine—it cleans, scours or clips, or all three on one operation.

To operate as a cleaner only a “carry-by-spout” is used, which brings into play the shaking shoe and screen action, as well as the air separation in the first and second separating trunks, making of this machine practically a receiving separator.

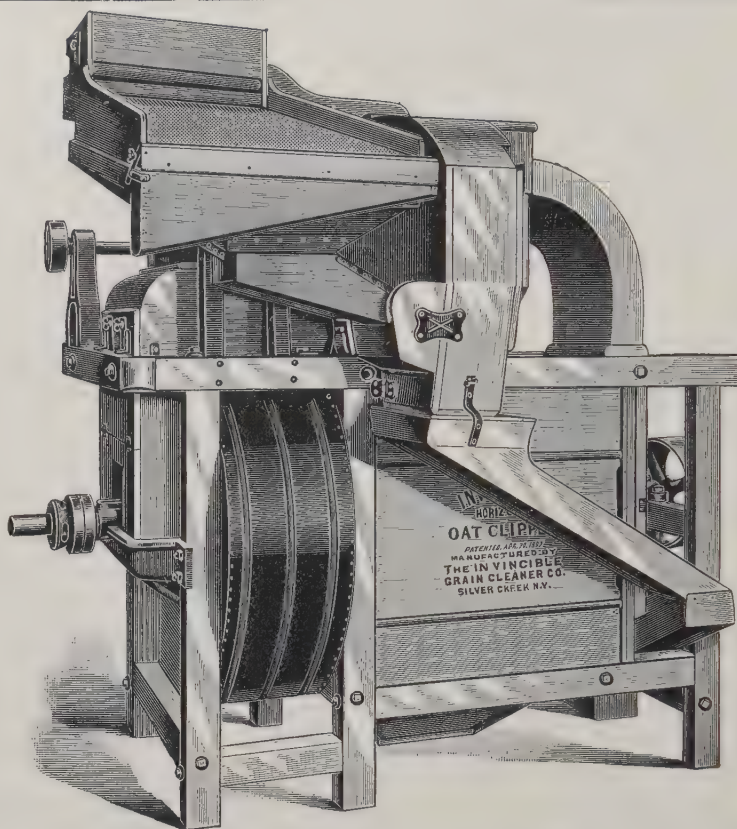
When used as a scourer or clipper the “carry-by-spout” is removed and the regular feed spout leading to the cylinder is inserted. This change is easily and quickly made.

For particulars and other information  
write nearest office.

**Invincible Grain Cleaner Co.**  
**SILVER CREEK, N. Y.**

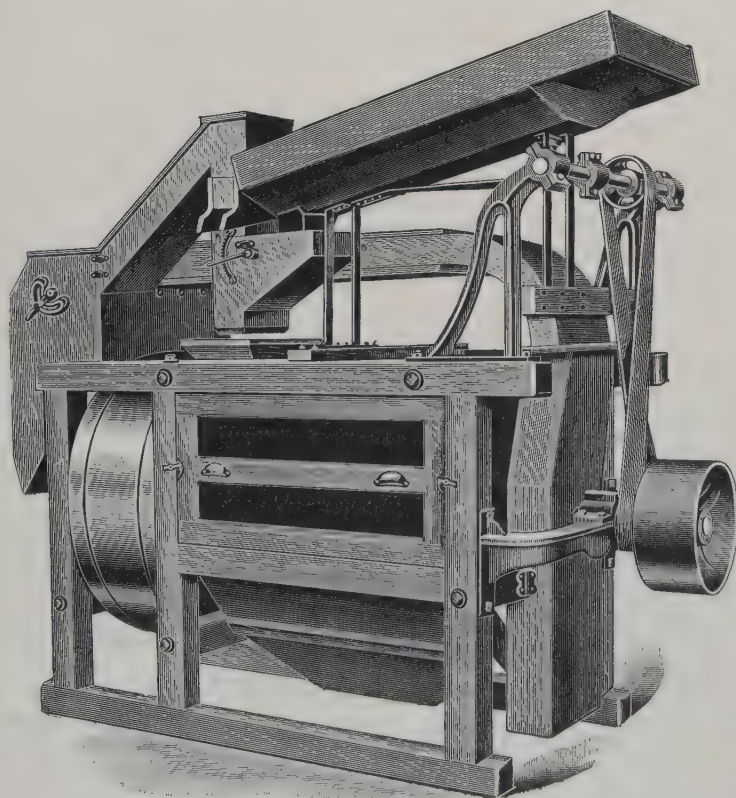
F. H. MORLEY, Jr., 512 Traders Bldg., Chicago, Ill.  
C. L. HOGLE, 622 Board of Trade, Indianapolis, Ind.  
C. WILKINSON, 6027 Chestnut St., Philadelphia, Pa.  
CHAS. H. STERLING, Jefferson House, Toledo, Ohio

SPECIAL SALES AGENTS: BUCKLEY BROS., Louisville, Ky.,



REPRESENTED  
BY

F. J. MURPHY, 225 Exchange Bldg., Kansas, City, Mo.  
F. E. KINGSBURY, Terminal Hotel, St. Louis, Mo.  
J. J. CROFUT & CO., 612 McKay Bldg., Portland, Ore.  
STRONG-SCOTT MFG. CO., Minneapolis, Minn.



ESTABLISHED 1863

## Niagara Oat Clipper

☞ Will clip oats in a thorough and rapid manner with little waste.

☞ Equipped with “carry-by-spout” it makes an ideal cleaner, performing practically the same work as a receiving separator. Special chilled cast iron case and steel beaters.

☞ Built in capacities from 30 to 1,500 bushels per hour.

**Richmond Mfg. Co.**  
**LOCKPORT, N. Y.**

J. H. Pank, Northwestern Representative,  
916 Flour Exchange Bldg., Minneapolis, Minn.



## GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month

by the

**Grain Dealers Company**

315 S. La Salle Street, Chicago, Ill.

CHARLES S. CLARK, Manager

### SUBSCRIPTION RATES

To United States, Canada and Mexico one year \$1.50; two years \$2.50; one copy 10 cents.  
To Foreign Countries within the Postal Union, prepaid, one year \$2.50; two years \$4.00.  
A Red Wrapper on your Journal means your subscription has expired.

### THE ADVERTISING

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

### LETTERS

on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.



GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

CHICAGO, ILL., SEPTEMBER 25, 1911.

AT LEAST one shipper is very thankful to the Rock Island for its recent efforts to supply strong, well coopered cars, and as is evidenced by his letter in this number, the shipper is glad to say so.

IMPROVED CLEARING HOUSE methods will not be adopted very soon by the Chicago Board of Trade, the heavy vote of the members today against the proposition indicating that they are too busy to give the question the study it deserves.

THE INDIANA Grain Dealers' Ass'n has inaugurated a scale inspection dept., that already is receiving much encouragement from members, who want to know if their scales are right, before using them. The move should prove very profitable to the Ass'n as well as to the members.

IOWA'S fire marshal has proved his value to the property owners of the state by discovering that an elevator burned last month was set on fire at the instance of the owner. While the fire marshals of some states have proved useless politicians, still some of them have done effective work in disclosing and discouraging arson.

SOUTH CAROLINA'S Agricultural Commissioner has confiscated several more shipments of corn meal, on account of acidity. Naturally, corn grinders and corn shippers are much alarmed over the stand taken by the Commissioner, and some are refusing to sell for delivery in that state, except that buyers accept delivery FOB cars at initial point.

THE DISCRIMINATION of Buffalo bidders against grain originating on the Wabash in Illinois, by deducting  $\frac{1}{4}$  to  $\frac{1}{2}$ ¢ per bu., to compensate for a much less amount expended for switching charges out of Buffalo has received much merited attention at the hands of the Illinois Ass'n., with the result that the discrimination will be abolished.

CHICAGO, like many of the other central markets, is short of storage room, and in order to meet the emergency, the Directors of the Board of Trade have voted to allow elevator companies to use boats as regular annexes. If the congestion continues, someone will be put to the expense of building more storage room, or else the railroads will not be able to find a place to unload their cars.

DR. WILEY may be retained in the Agricultural Dept. for a time, but the longer he stays, the more trouble he will make eventually for the administration. His personal organization is so extremely selfish and ambitious, that little good will come of his connection with the Dept. and the sooner he is separated from his berth in the Agricultural Dept. the better off will be the administration.

GOVERNMENT ELEVATORS are proving entirely satisfactory in Manitoba, and especially where they come in competition with co-operative elevators. Being deemed unnecessary at such places, the share-holders of co-operative plants are asking that the government's elevators be taxed the same as other plants. Wherever government engages in any line of business, the service will be found very expensive and entirely unsatisfactory.

THE GRAIN COMMITTEE of the Little Rock (Ark.) Board of Trade has recently adopted a rule to the effect that "Where grain or hay do not grade up to and in accordance with contract, it shall be at buyers' option to accept same at an agreed difference of price, or he may reject same and buy in for account of sellers, to fill contract, or cancel." In other words, the buyer is given all the options there are—nothing is left for the seller, hence it would seem to behoove sellers to insist that the buyer accept shipments on contract, or wire discount at which he was willing to accept shipment before unloading. The shipper is surely entitled to some consideration, and if he can't get it, he can at least stop selling FOB track.

RECENT investigations of the work of the Kansas Grain Inspection Dept., the value and necessity of its service to the state, has been somewhat startling, even to the chief inspector, and the judge, who has been taking testimony, has found little to justify the exorbitant fees now charged by that department. It is very evident that the Governor has been guided by some short-sighted, but very avaricious politicians, who had little conception of the service performed by the Grain Inspection Dept., or the expense of performing the work.

THE WIDE VARIATION in the amount of wheat yield, credited to the different states by the state crop reporting bureaus, from that of the National Government's figures, continues. If either officials had any pride in their work, or any regard for the people interested in their reports, they would get together and take steps to eradicate the variation which clouds with doubt all government reports. The grain trade, being more directly interested in crop reports, studies the different reports, and compares them, with the result that most students of these reports are completely disgusted with them. The wide variation is inexcusable, and gives ample evidence of very careless work on the part of somebody. Even tho the grain trade cannot obtain a sufficient appropriation for the needed improvement of the Agricultural Dept's reports, still, by associated effort, the different crop reporting bureaus can be brot together, with the ultimate result that all reports will be nearer right, and more worthy of attention.

THE MOVEMENT of grain is not light, but the shippers who are watching passing trains for leaks in the cars of other shippers, are fewer, at least we are not receiving so many leaky car reports. It cannot be possible that the efforts of two lines to cooper cars carefully before giving them to grain shippers for loading, is responsible for the reduction of shipments leaking in transit. However, we feel certain that the efforts of the railroads along the line of improving their cars has reduced the number and the amount of the claims for shortages filed with them. Shippers also have contributed their share to the reduction of shortages by greater care in the coopering of the cars tendered them for grain, and by refusing to load their grain into old worn-out cars, which have just escaped the scrap pile. The many letters we have received recently in regard to the better coopering of cars, shows that nearly everyone in any way interested in the transportation of grain, is beginning to sit up and take notice. All are desirous of reducing the shortages and minimizing the losses of the shipper as well as the troubles of the carrier.



STORING GRAIN has been branded as one of the worst features of the elevator business by the Farmers' Grain Co. of Pontiac, Ill., and henceforth it will have none of it. Experienced elevator operators in all parts of the country long since denounced the storing of farmers' grain, and many have long since stopped it. The practice has always proved a very expensive one, and none have been able to trace any material increase in business to free storage. If the farmer desires to speculate with his grain, let him build bins at home and hold it there.

DEFEAT of reciprocity Sept. 21 cost the grain growers of Canada enough to subsidize all the manufacturers of Ontario for many years. Their loss may be approximated by the action of the grain markets on the first and second days following the vote. Winnipeg wheat closed Sept. 21 at 98½¢, on Sept. 23 at 97½¢. Chicago, which closed at 95½¢ Sept. 21 for December wheat, closed Sept. 23 at 99½¢. Thus following the defeat of the measure Winnipeg declined immediately over one cent and Chicago advanced nearly 4 cents, a loss of 5 cents to Canadian grain growers. The loss is greater considering the Minneapolis market, and at Duluth, which would have handled the Canadian grain, September wheat advanced from \$1.02 on Sept. 21 to \$1.11 on Sept. 23, a loss to the Dominion wheat farmer of 10 cents per bushel.

ELEVATOR OWNERS who are so fortunate as to have their properties accepted by the mutual fire insurance companies, making a specialty of this class of risks, need to be thankful and vigilant. The owners of elevators who are unable to obtain insurance in the mutual companies are being confronted with an ever increasing rate, and even at present rates stock companies are not looking with much favor on elevator business. The *Western Underwriter*, in a recent number, said: "Companies are pulling in their horns further than ever on grain elevator business. The rule has been to write no elevator buildings without a line on grain, or a promise of the same. This year a number of prominent companies are insisting on getting a line on grain before taking the building risk." Judging from the tenor of the foregoing, the stock companies are getting to the point where they do not want the poor elevator risks which have fallen to their lot, even at higher rates, hence it behooves the owners of grain elevators, more than ever before, to take every precaution, not only to reduce the fire hazards of their plant, but also to provide ample facilities for the extinguishing of fires in their incipency. The elevator man who expects to continue in business, will always find it much cheaper to eliminate the hazards from his plant which will not only admit of his obtaining insurance at a lower cost, but will secure for him policies in the mutual companies, making a specialty of this line of insurance, and at the lower rates they charge.

THE INDIANAPOLIS Board of Trade has taken a step forward, and provided means for fixing discounts on off-grade grain, which should go far towards alleviating the friction between the receivers of that market and shippers who sell for Indianapolis delivery. The discount committee has proved a very gratifying success in New York, and no doubt would help to promote harmony in many of the other markets.

THE C., M. & St. P. R. R. has so persistently and unreasonably held out against the payment of more than 50% on claims for damage because of delay in transit, that Iowa shippers on connecting lines are instructing against the routing of any of their shipments over the offending line. Thus, thru co-operation the dealers located on the Milwaukee may be able to force that line to the proper recognition of their just claims.

#### BOGUS BS/L.

Grain shippers who send their Bs/L to eastern markets, need to exercise more and more caution regarding the proper preparation of their Bs/L. Eastern banks have been imposed upon so frequently by bogus Bs/L, they are now demanding that every bill shall be regular in every particular, with station and date properly entered, and the signature of the person issuing the bill in ink. For years the railroads have required station agents to issue 10c tickets numbered serially, with station dating stamped on back, and no one can obtain a ticket without paying money in advance. Why not as much protection for Bs/L?

Grain receivers in central markets have suffered so many losses, as the result of forged Bs/L, the wonder is they continue to honor drafts attached to Bs/L from anyone. As is reported in warning from Denver, which appears in our "Letters from Dealers" column, a smooth, childlike individual, with a weakness for penmanship and a strong desire for money, has recently fleeced Denver receivers out of \$10,000, by means of forged Bs/L "for grain from Utah points."

The opportunities for imposing upon confiding grain receivers are many and ever present in every market, and the wonder is the sharpers do not oftener take advantage of them. The opportunities are due entirely to the slack methods of the railroads in issuing Bs/L to anyone in any quantity desired or asked for.

So long as the railroads do not suffer by their slack methods and the grain dealers do not protest with a sufficient persistency to attain results, the railroads may be expected to continue issuing Bs/L to anyone, as heretofore. Many practical schemes for safeguarding Bs/L have been presented, but none have been followed up with sufficient influence to secure even a trial of the plans suggested.

The steamship lines which sought to safeguard Bs/L for foreign shipments of cotton, thru validation by a central clearing house, have been compelled by the cotton interests of the South to extend this protection to Bs/L on all classes of freight, thus removing the stigma from the cotton trade. The cotton dealers are right. Other lines of trade have suffered fully as much from forged Bs/L as those engaged in handling cotton, and if any reform is to be effected, it should help all lines of trade.

INDIANA grain dealers are to be congratulated upon the dismissal of the suits brot against the Hay & Grain Dealers' Producers' & Shippers' Ass'n. of Northeastern Indiana, an organization which has long been out of existence, but one which never did have any connection with the state ass'n. A prosecution of the suit would have resulted principally in an agitation which would have unsettled the trade, and done no one any good.

THREE Illinois elevators that we know of were recently struck by lightning. Two of them, one located at Edinburg, the other at Reddick, were easily extinguished with small loss. The other house, located at Elvaston, was struck at 8:30 in the evening, and at 11 a fire broke out and completely destroyed the building and contents. Whenever a building is struck by lightning, it behooves owners and occupants to make a careful search thru every nook and corner, for fire, as in many cases it has been found smoldering hours after building was struck.

#### BUYING BY THE HUNDRED-WEIGHT.

Last week a Toledo miller, in an enthusiastic address, convinced the grain dealers of Northeastern Ohio that they would be money ahead to buy and sell grain in larger units. His principal argument was that the work necessary for reducing pounds to bushels was a burden upon the trade, a time consumer, and a producer of errors, all of which is in a measure true, but the grain dealer should not be misled by this fact into voluntarily reducing the margin of profit. The miller, and in fact every other producer of food products, is today striving to reduce the size of the units in which their products are sold to the consumer, in order that both they and the retailer may realize a larger profit from a given amount of business. The shelves of today's grocer are filled with innumerable small packages, ostensibly in the interests of cleanliness, but in reality for the purpose of selling the wrappers to the consumer at food prices, and on a much wider margin than did the old-time grocer, who bot everything in bulk.

Should the grain dealers of the country buy and sell grain by the hundred-weight, it would not be long until they were handling each hundredweight on about the same margin of profit as they are today handling a bushel.

If it is desired to do away with the necessity of reducing pounds to bushels, then the trade should buy and sell grain by the pound. Much rice is bot and sold by this unit of measure. With such a unit, no reductions are necessary. If the hundredweight be substituted for the bushel, it would still be necessary for dealers, both buyers and sellers, to reduce their load to this unit, but by dealing in pounds the record of the scale beam would show the quantity in the units traded in, and no reduction would be necessary. While it is easier to reduce any given weight of grain to hundred-weights, still the dealer is just as likely to make an error. The simplest solution of the difficulty is to abolish all units excepting the pound.



DECEMBER WHEAT.												
	Sept. 11.	Sept. 12.	Sept. 13.	Sept. 14.	Sept. 15.	Sept. 16.	Sept. 18.	Sept. 19.	Sept. 20.	Sept. 21.	Sept. 22.	Sept. 23.
Chicago	.96½	.96¾	.96¾	.96½	.95¾	.95½	.95½	.95%	.95%	.95%	.98%	.99%
Mpls.	1.03½	1.03½	1.03½	1.03½	1.02½	1.02½	1.02½	1.03	1.03½	1.03½	1.09½	1.11½
*Duluth	1.01½	1.01½	1.02	1.02½	1.01½	1.01½	1.01½	1.01½	1.01½	1.02	1.10½	1.11
St. Lou.	.94%	.95%	.95%	.95%	.94½	.94½	.94%	.94%	.94%	.94%	.98	.98½
Kans. Cy.	.93%	.94%	.94%	.93%	.93½	.92¾	.93%	.93%	.94	.94%	.98%	.99½
Toledo	.97%	.98	.98	.97½	.96%	.96%	.96%	.97	.97½	.97	1.00½	1.01½
N. York	1.02%	1.02%	1.02%	1.02%	1.01½	1.01½	1.01½	1.01½	1.01½	1.01½	1.04½	1.04½
*Balto.	.94	.93½	.93½	.93½	.93½	.92½	.91%	.91%	.91%	.91%	.94½	.94½
Wn'peg.	.97%	.97½	.97½	.97½	.96½	.96½	.97	.97%	.98½	.98½	.97½	.97½
L'pool	1.07%	1.06%	1.06%	1.06%	1.06½	1.05%	1.06	1.07½	1.06%	1.07½	1.07%	1.07½
†Budapt	1.32%	1.31%	1.30½	1.29%	1.27%	1.29	1.27%	1.31	1.30%	1.29%	1.30%	1.30%

DECEMBER CORN.												
	Sept. 11.	Sept. 12.	Sept. 13.	Sept. 14.	Sept. 15.	Sept. 16.	Sept. 18.	Sept. 19.	Sept. 20.	Sept. 21.	Sept. 22.	Sept. 23.
Chicago	.64	.64½	.64¾	.64%	.64½	.63%	.64%	.64	.64	.64	.64%	.64½
†Balto.	.67%	.67%	.67%	.67%	.67%	.67½	.67%	.67½	.67½	—	.67½	.67%
Kans. Cy.	.61%	.61%	.62%	.61%	.61	.60%	.61%	.61	.61½	.61	.61%	.61%
†L'pool	.80%	.80%	.81%	.82	.81½	.81	.81½	.81½	.80%	.80%	.80%	.80%
Sept. delivery.				†October delivery.					†January delivery.			



On the whole—and now-a-days almost steadily—things get better. There is a secular amelioration of life, and it is brought about by good will working through the efforts of men.—G. H. Wells.

## Letters From Dealers

[Here is the grain dealer's forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### GETS \$10,000 ON BOGUS B. OF L.

*Grain Dealers Journal:* For the protection of your many readers and the trade at large, please give prominent notice in your next issue of one of the smoothest swindlers unhung going under the name of Roy V. Smith, of Brigham City, Utah. Age about 25 to 27, 5 ft. 8 or 9 inches high; weight about 140 to 150 lbs. Smooth, boyish face. Innocent and ignorant in all his movements and actions. Apparently just from the farm. He has just successfully buncoed eight or ten of the oldest grain dealers of this city out of ten thousand dollars by bogus bills ladings. Thanking you, yours truly, Geo. S. Clayton, Denver, Colo.

### TO MEET SCOOP SHOVEL COMPETITION.

*Grain Dealers Journal:* My attention has been called to a request in your publication of Aug. 25th, for advice as to "How to Meet Scoop Shovel Competition?" It appears that Mr. W. O. Rish, of this village, is the party who desires such information. It is rather surprising that Mr. Rish should ask for advice as to how an established grain merchant should meet competition of this kind, for only a short year since he was engaged in scoop-shoveling when the writer was engaged in the grain business at the same point. At that time, on account of such competition, I was compelled to pay prices prevailing in the East for all grain that I bot. In order to realize a profit on it, I was compelled to store the grain purchased and wait for an advance in price in the city markets. In this manner I was forced to tie up considerable capital and was put to more or less inconvenience until I had sold and realized on all the grain that I had bot during the season.

I presume Mr. Rish's experience in the scoop-shoveling business last season justified his belief later that the best way to compete with an established competitor was to buy out the latter's business. This he did. Apparently, his success in conducting a grain elevator has not come up to his expectations, and as I believe he would feel much more at ease were he again operating as a scoop-shoveler.

I have found by years of experience that a satisfied patron is a permanent asset for anyone who desires to continue in business and I have had no difficulty in buying grain from the farmers, whether I was engaged in conducting a grain elevator or operating as a scoop-shoveler.

Mr. Rish is in error when he states that the writer promised not to engage in the grain or retail coal business again, as I have no recollection of ever making such a promise. Neither is the writer or his

family in such straits as voluntarily to deprive themselves of an opportunity to engage in any business just from the fact that they had sold a lot of old buildings, which were at best only fairly well adapted for use as a grain handling plant.

As I view it no business factor need fear a competitor if he himself possesses the confidence of his patrons and the public in general. I pride myself in claiming to be most fortunate in this respect. I have no fear of competition, and furthermore I am a believer in the policy of doing all the business I can and allowing a competitor the same privilege. As I stated in my local advertisements, I believe in Reciprocity, whether applied locally or with a neighboring country. In addition, be honest and fair and good natured. Love your neighbors and competitors as best you can, and with life and health pursue your business vocation to win laurels for yourself without complaining and disturbing the peace of others.—Very truly yours, Milton Markey, La Rue, O.

### HOW TO COOPER CAR FOR GRAIN.

*Grain Dealers Journal:* I have read the illustrated article by Mr. Goodwin of the Kansas City Weighing Department, about cooping bad ends of cars, which was published in your interesting issue of August 25th, and I would say that a car in the condition indicated by Mr. Goodwin's photographs is not fit for bulk grain, and should not be used for that purpose. Otherwise I would endorse the criticisms by Mr. Wigman to Mr. Goodwin's methods of repairing the car appearing in your Sept. 10 number.

I would much prefer, however, Mr. Wigman's second method of "covering each hole in the lining of cars with burlap, using a board large enough to serve the double purpose of holding the burlap in place and reenforcing it." I also agree with Mr. Wigman that the end window should have been boarded to the roof. There is absolutely no excuse for any end window leaks, and any cooper who does not board up the end windows entirely is inviting leaks. No matter how small the load, almost any old loading spout will throw the grain way up in the ends of cars.

Mr. Goodwin, after describing his methods of stopping up the holes and defects in the linings, adds: "Some burlap was laid on the floor near the end of the car completing the job." I assume this burlap was used to cover up cracks in the floor. I have found that the most effective way to prevent leakage through floors and linings at the ends of cars is to place a strip of burlap over the bottom part of the lining clear across the end of the car, allowing the burlap to extend over onto the floor far enough to cover any cracks there may be in the floor. The floors of many cars have cracks in them near the ends, and the application of burlap described above covers these cracks effectively and also protects the grain from leaking through defective and loose end sheathings. The ends of the floor boards at the sides of the cars, too, need close attention.

If, on account of delay in furnishing equipment, a shipper feels justified in loading a car not fit for grain, he should protect himself by protesting to the local railroad agent. If a car to be loaded has a dilapidated end, similar to the car shown in Mr. Goodwin's photographs, in addition to covering large holes with a piece of board, the shipper should line almost the entire end of the car with burlap. Burlap comes 40 inches wide, and two or three

strips will do the job very nicely. But I would advise against loading such a car unless circumstances made it necessary to do so.

The discussions and articles appearing in your journal from time to time on the subject of Preventing Leaks, are not only interesting but very instructive. These discussions should do a lot toward stopping grain leakage in transit, and they are to be commended.

Your "Leaking Grain in Transit" columns, giving the initials and numbers of cars that are found leaking at various points while enroute, should also go a long way towards teaching those in charge of cooping cars to be careful.

I wish to compliment you on the good work you are doing in this regard.—Yours truly, J. W. B., Buffalo, N. Y.

### PROPER COOPERAGE; EXCESSIVE LEAKAGE STATEMENTS.

*Grain Dealers Journal:* From time to time I have read in various grain journals leakage statistics of different terminal weighmasters, indicating that from  $\frac{1}{4}$  to  $\frac{1}{2}$  of the cars weighed arrived leaking grain. If I remember correctly St. Louis has reported as high as 30%, and in an article on cooping cars by Mr. J. G. Goodwin of the Kansas City Weighing Department, published in one of your recent numbers, Kansas City's 1910 leakage is given at 27%, and I have a recollection of that market reporting something like 40% of the cars leaking for a preceding year.

Recently I received a little pamphlet giving the minutes of a meeting of the Railroad Car Foremen's Ass'n of Chicago, held June 12th, 1911, in which was printed a paper by A. E. Schuyler, Assistant Weighmaster, Chicago Board of Trade, subject "Grain Cars." In this paper is given a table showing the percentage of leakage to the number of cars weighed at Chicago for each year since 1905, including the first four months of 1911. Presumably this table refers to unloaded cars. According to the figures given 14% of the cars weighed in 1908 leaked grain; 10.9% in 1909; 12.3% in 1910 and 9.4% leaked during the first four months of 1911.

While I do not wish to discredit, in the least measure, the accuracy of any weighing department's reports that have been published in your journal, yet, I am prompted to say that my experience as a railroad inspector does not indicate any such high percentage of leakage as has been experienced by the Kansas City and some other weighmasters who report from 25 to 40 per cent of the cars leaking. Perhaps the cars going over the road on which I am employed are in better condition than the cars of other roads, but from talks that I have had with car inspectors on other lines I am inclined to think not. Of course, I do not keep the percentage of leaks all the time, but I am a close observer and I would say that my experience in the leakage matter is more like Chicago's, say 9%, 10% to 12 and 13%. Some times the percentage is higher than at other times. When wheat is being carried I find a greatly increased percentage of leakage.

I am told that at some markets the weighmasters use mallets and hammers to pound cars with. I do not believe in that. One can get dribblings of grain out of lots of cars, if he pounds them with a hammer hard enough, that will not lose enough to effect the weight. A small stick is all one needs, and when cars are in motion any leakage ought to be apparent.

The paper read at the car foreman's



association, to which I have previously referred, concludes by saying that "The remedy for sheathing leaks lies in measures that will prevent grain from running between the linings and the sheathings so that the sheathing will have no part in holding the grain intact in cars."

I believe this is right, but the suggestion given in the paper to make the inside car linings grain tight to the floor does not appeal to me. I am afraid that dirt and stuff would sift through behind the linings, and cause trouble by getting wet, smelling, and also rotting the sheathings. However, I agree with the writer of that paper, that the belt rails should be made grain tight.

I do not know whether you want to publish this letter or not, but having read articles in your journal about leaking cars I thought you might be interested in hearing from a man who examines cars for the railroads, and who naturally is interested in the leakage problem. I examine cars for mechanical defects in the "running gear" as well as for defects in the car box, and I have been a car inspector ever since I was 18 years old. While I will freely admit that cars are not what they ought to be by any manner of means, yet, I do not take any stock in Mr. Goodwin's talk about "The Shipper being expected to spend eight hours in a vain attempt to prevent leaks." The railroads do not want such cars loaded with grain. Anyway, talk like that will not help stopping leakage.—Yours truly, A. Reader, Joliet, Ill.

## DISCRIMINATION BY BUFFALO BIDDERS.

*Grain Dealers Journal:* The discrimination on Wabash grain by bidders from Buffalo, N. Y., has lately been discontinued. This is another evidence of the ability of the associated shippers to benefit themselves in relation to the rules of terminal markets.

This discrimination was assessed on shippers along the Wabash R. R. in Illinois to offset an outbound switching charge of \$2.10 on certain elevators located on Buffalo Creek in the city of Buffalo, N. Y. No Illinois shipper has been found who could explain why a discrimination of  $\frac{1}{4}$  cent on oats, making \$3.75 a car, and  $\frac{1}{2}$  cent on corn, making \$6.00 a car, should be exacted to meet a switching charge on grain forwarded from Buffalo to the east of \$2.10 per car.

Sec'y Strong of the Ass'n, during the convention at Bloomington, got a number of Wabash shippers in Illinois and some Buffalo receivers and representatives of the Wabash R. R. into a conference, and they adopted a resolution asking the Buffalo Corn Exchange to abolish the discrimination.

The matter was taken up by Sec'y Strong by correspondence, and later, on Aug. 29, a further conference was had at Decatur, at which were present George E. Pierce of Buffalo, N. Y.; W. T. Bowls of Springfield, representing the Wabash R. R. Co., and a committee representing the Illinois Grain Dealers Ass'n. The matter was thoroly discussed, and Pres. Metcalf instructed Sec'y Strong to notify the receivers in buffalo that the discrimination must be discontinued or he would call a meeting of the shippers along the Wabash to make a public protest against the penalization of Illinois shippers of grain to pay outbound switching charges from Buffalo.

In answer to this, a request was made by certain Buffalo receivers, asking that

the matter be held over, without further action by the Ass'n until Oct. 1.

Wabash shippers are now reporting that they receive bids from Buffalo without discriminations or exceptions.

A. C. H.

## WHY BUFFALO BIDS TO WABASH SHIPPERS HAVE BEEN LOWER.

*Grain Dealers Journal:* It is gratifying to note that certain Buffalo bidders have discontinued the deduction of from  $\frac{1}{4}$  to  $\frac{3}{4}$  of a cent per bu. from bids going to shippers located on the Wabash Railroad in Illinois, altho I am advised that one elevator is still discriminating to the extent of at least  $\frac{1}{4}$  c.

There never was any real reason why this discrimination should exist, except a desire on the part of two local Rail Elevators and handlers to keep all the elements incidental to the handling of rail grain at Buffalo under their own control and, naturally, all profit accruing therefrom.

Up to this season, little rail grain has been handled at the Buffalo Creek elevators (known as the Lake elevators), and when it was, the roads bringing the grain to Buffalo absorbed all inbound switching. The outbound switching is only \$2.10 per car, from Buffalo Creek elevators; therefore, the deduction was unjust, when cars range in capacity from 1,000 to 2,000 bus. per car.

Wabash shipments have arrived at Buffalo over three routes, being delivered by them to the Nickel Plate at New Haven, the Lake Shore at Toledo, or are brot over its own rails, and switched around the City at its own expense.

Of that, which in the past has been delivered to the Nickel Plate and Lake Shore, 95% has been handled at Buffalo by the Nickel Plate Elevator and the Lake Shore Elevator. Two other rail elevators, those of the Buffalo Cereal Co. and the Churchill Grain & Seed Co., which, while they do a large business, are not in the transfer business as extensively as the two former named.

There is a switching charge of \$2.00 per car from the Nickel Plate Elevator to the Trunk Line Roads East, on all shipments, except grain arriving on the Nickel Plate Road. There is a charge of \$3.50 on certain shipments from the other rail elevators, but this represents only a small proportion of the business handled, as both the Nickel Plate and Lake Shore elevators confine themselves largely to receipts from the Lake Shore and Nickel Plate lines.

Until last year, there were preferential tariffs in existence, whereby certain roads bringing grain into Buffalo from the West, refused to deliver to Buffalo Creek elevators for official weighing; this, however, was removed on protest from receivers here.

The owners of the four rail elevators of about eighty grain merchants. The Board of Directors consists of nine. The Inspection and Weighing Department is controlled by the Board of Directors, who hire and discharge, at will.

The owners of the four Rail elevators are on the Board of Directors, and until this year, one Lake elevator was represented. This year, there are two representatives of the Lake elevators, only one of whom, is in the rail grain business.

It needs little effort, therefore, to find motive for discrimination, when the Wabash withdrew its rates via New Haven and brot the grain in over its own rails; for grain coming into Buffalo over its

own rails, gave the Lake elevators the chance to handle, and placed the grain where the All Rail elevators could not control all the elements of handling, weighing, and inspection; and it was figured that both the shippers and the Wabash would be forced into reinstating the rates via New Haven and bring the grain back through the old channels.

There has been no change in switching charges and no loss to recoup, the practice having been very profitable to those who established the discrimination.

A regrettable feature of this situation is the fact that except the N. Y. C. and West Shore railroads, none of the Trunk Lines have elevators available for handling of All Rail grain, without switching charges, and for some unexplained reason they have so far refused to absorb the out-bound switching charges from the Lake elevators.

This is a serious question to Buffalo merchants and western shippers, in that it operates to force the control of the situation into the hands of two rail elevators, largely; limits the capacity for storage and transfer to the western shipper; and frequently compels the Buffalo merchant to do business through the tools of his competitor.—G. E. Pierce, Buffalo, N. Y.

## READY-COOPERED CAR A SURPRISE.

*Grain Dealers Journal:* On Sept. 15 the Chicago, Rock Island & Pacific Ry. set in two cars at Wiota to be loaded with grain, all coopered and with burlap on doors and ends.

We wonder if the millennium is at hand or if some grain man elsewhere had fixed these cars and then found he could not use them. We are still saying, "Thanks!" The Rock Island also has been good in keeping us in grain doors.—Christie & Sherrett, Wiota, Ia.

[The explanation lies in the establishment of car coopering stations by the Rock Island, as described on page 214 of the Grain Dealers Journal for Aug. 10.—Ed.]

## INSPECT CAR BEFORE LOADING.

*Grain Dealers Journal:* In the Sept. 10 number of the Journal I read some comment on the proper binding of burlap in the coopering of cars, and the published complaints of loss of grain in transit by leakage moves me to make the following suggestion to my brother shippers:

It will not always do to depend upon hired help to cooper cars. Take off that white collar, roll up your sleeves and before you put your first grain in the car inspect it yourself and see if it is properly coopered.

Coopering is the most important work the shipper has to do. I do not spare material. For all small grain, such as wheat, oats and rye, I use the Kennedy Car Liners, which cost only 75 cents a car.

I do not believe any brother grain dealer is situated on a rougher road than I, on the D., T. & I. extension, better known as the Grasshopper, yet I have been in business here two years and have shipped 75,000 bus. of corn, wheat and oats, and can say that my loss from leakage will not exceed \$25 in all.

It does not matter what you cooper with. Inspect the car thoroly and be sure it is tight before loading.—L. E. Bucher, mgr. Henry Bucher, Bookwalter, O.



## THE SALUTATION OF THE DAWN.

Listen to the Exhortation of the Dawn!  
 Look to this Day!  
 For it is Life, the very Life of Life.  
 In its brief course lie all the  
 Verities and Realities of your Existence;  
 The Bliss of Growth,  
 The Glory of Action,  
 The Splendor of Beauty;  
 For Yesterday is but a Dream,  
 And Tomorrow is only a Vision;  
 But Today well lived makes  
 Every Yesterday a Dream of Happiness,  
 And every Tomorrow a Vision of Hope.  
 Look well therefore to this Day!  
 Such is the Salutation of the Dawn.

—From the Sanskrit.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

## WHY SHORTAGE AT PEORIA?

*Grain Dealers Journal:* Can the Journal give me any legitimate reason why corn weighed at Peoria should be short an average of 5 to 7 bus. on the 1,000 bus. from the weights at Burlington, Ia., while the Chicago weights on this shelled corn run not more than one bushel on the 1,000 short, on the average, from the same elevator at Burlington?—George McAdams, Quincy, Ill.

## B/L SHOULD SHOW DATE AND STATION.

*Grain Dealers Journal:* We notice that some of the railroads are using a rubber stamp which they put on all Bs/L issued by their agents showing date and station. We believe the Pennsylvania R. R. is the only one doing this. The N. Y. Central Lines, B. & O. or the T. & O. C. do not; and division freight agents here advise they are not required to do so.

We had a draft refused this week by an eastern customer because this stamp was not on the B/L, the customer stating he could not use the B/L with his bank as collateral because it was not stamped with rubber stamp by the agent who issued the B/L.

All Bs/L that we handle are signed in full with ink by the agent, the objection by the eastern people being that the bill so signed does not show date, town at which issued and name of railroad.—Scott & Woodrow Co., Columbus, O.

*Ans.:* The signature in full of the agent makes effective all printed above signature, and when the name of railroad and town has been printed in the blank form that is sufficient. The date must be given, either with indelible pencil, ink or preferably by automatic time-stamp. If the blank form does not already contain the town and railroad name it must be included in the rubber stamp, with date and agent's signature in full, to give the banks the ordinary protection to which they are entitled, but frequently do not demand. When past experience with a certain customer has demonstrated to the banker the willingness of the customer to bear any loss occasioned by the customer's error the banker feels friendly and will honor

and make it applicable on contract. My draft to accommodate the customer even if the B/L is irregular. Hence a great number of Bs/L lacking in some essential detail are constantly going thru unquestioned. Nevertheless, the bank at any time has a right to insist that the B/L shall bear such date, town, name of carrier and signatures as will enable the bank to bring suit in court against the carrier if the property has been lost, misdelivered or converted.

## WHERE CAN WILD OATS SEPARATOR BE OBTAINED?

*Grain Dealers Journal:* Where can I get a mill that will remove all wild oats from wheat? I want a machine that will clean at least 1,500 bu. per day.—H. N. Sims, Agt., Winter-Ames Co., Inkster, N. D.

## IS INTEREST CHARGED ON ADVANCES?

*Grain Dealers Journal:* Where grain is sold F. O. B. track is it customary in Indiana for the man selling the grain to be charged interest on his draft?—Yours Truly, Walker & Chambers, Wheatland, Ind.

Kentland, Ind.—We have never charged any interest and do not know whether it is common practice or not.—Warren T. McCray.

Indianapolis, Ind.—It is not the custom of the Indianapolis trade to charge shippers any interest whatever on grain unloaded at Indianapolis. The only charges for interest on grain bought f. o. b. country stations is when the grain is unloaded in a terminal market where the customs of that market compel us to pay interest on advances.—Yours truly, Jordan & Montgomery Co.

Terre Haute, Ind.—We do not charge shippers interest on money advanced on drafts.—Yours truly, Paul Kuhn & Company.

Indianapolis, Ind.—Indianapolis track buyers do not charge interest on money advanced on drafts where the grain is sold f. o. b. shipper's track for Indianapolis or eastern shipments, but we understand some Indianapolis buyers who buy grain for Chicago delivery charge interest on drafts as they claim they are, in turn, charged interest in the Chicago market which, of course, we know is true. As for the Cleveland Grain Company, we do not charge interest on any of our drafts no matter to what one of our four stations the grain is consigned.—Respectfully, The Cleveland Grain Company, Per Ed. K. Shepperd.

## RIGHT TO REJECT SEED?

*Grain Dealers Journal:* I would like to know if seeds containing dodder, but up to the standards of Iowa, Michigan, Nebraska, South Carolina, Tennessee, Virginia, Wisconsin, the amount of dodder being very little, can be sold.

If one of the dealers in the states where the law provides for a certain standard of dodder-free seed, purchases seed offered without guarantee of being dodder-free, can he refuse the seed, if the dodder contained in the seed is above the standard permitted under the state law?—I. L. Radwaner, New York, N. Y.

*Ans.:* New York has no law whatever against the sale of seeds containing dodder, so you are free to sell same to any other state, the penalty falling upon the dealer who buys from you and resells contrary to the law of his own state.

If a dealer buys from you and finds out that he can not, according to law, sell the seeds again, he has no recourse against you unless he informed you before buying that the seeds must be of a quality he could sell in that certain state. You are not supposed to know whether he expects to resell exactly as delivered by you, or to reclean out the prohibited seed.

If you guarantee the seed to be salable under the law of a certain state or to be dodder-free and the seed proves to be not as represented the buyer can refuse the seed.

The law of the state in which the buyer resides has nothing to do with the contract of sale unless the buyer, before closing the bargain, has informed you the seed must be according to law salable in his state.

A buyer can not refuse merchandise when it is exactly as represented by the seller. To do so is breach of contract, and the seller can bring suit for damages.

In the states named seed containing dodder can be sold when the quantity of dodder is not in excess of the following: Iowa, Nebraska, Tennessee, not more than one dodder seed to 10,000; Michigan, not more than 2 per cent unless labeled; South Carolina, not more than 30 dodder seeds per 1,000; Virginia, not over one to 2,000; Wisconsin, not more than 1 to 1,000, and must be labeled in Wisconsin.

## IS BONDED BUYER LIABLE?

*Grain Dealers Journal:* I would like to gain some information as to how far a bonding company is liable for the shortage of a buyer. Where the buyer is bonded on gross bushels is it bound to make good a shortage on any one kind of grain, provided the agent is enough over on another to make up the loss in money value?

Then, too, could the bonding company be made to pay a gross shortage where a good net showing was made?

I have a case in mind where an agent was compelled to pay a flax shortage. He ordered the flax in question cleaned for wheat, which was done at the terminal. His company credited his wheat account with the amount taken from the flax. Adding the wild seed to his net flax, they arrived at his outgoing gross flax which naturally left him short on gross flax. The wheat that the flax contained was of course a part of the incoming gross flax and figured as dockage. His wheat average more than made up in money the amount of his flax shortage. Could this agent have been compelled to pay this shortage had he refused?

The above questions are of vital importance to every bonded grain buyer.—J. R. Sharpe.

## MUST SHIPMENT ORIGINATE AT SELLER'S STATION?

*Grain Dealers Journal:* A question has been raised in Oklahoma that our Trade Rules do not cover, nor can we find any that do, consequently we are asking you for information as follows:

We will say for the sake of argument that I buy a car of corn from a Kansas City dealer at 76c per bushel, basis f. o. b. Shawnee, Okla., delivered R. I. shipment within prompt days, shipper's weights and grades to govern. We appreciate under the terms of this contract that it makes no difference to the buyer where this grain originates so long as it moves within the life of the contract and is delivered in Shawnee, Okla., over the Rock Island lines. Our trouble seems to be, however, in the seller originating the grain outside of Kansas City and moving it in that direction within the limit of the contract, and when it reaches Kansas City the original B/L is surrendered and in lieu thereof a new B/L is issued dated four days after the expiration of the contract, intended to carry this car to its destination



contention in the matter is that a diversion stamp has no bearing unless dated within the life of the contract. What is right?—H. A. P.

## HOW RECOVER SHORTAGE?

*Grain Dealers Journal:* Out of five cars of oats shipped to Detroit this fall three fell short 240 bus. I know that there is no mistake on my part. What should I do to recover this loss?—P. J. McFadden, mgr. for F. P. McFadden, New Waverly, Ind.

## NAME OF CLAIM ATTORNEY.

*Grain Dealers Journal:* What is the name of the lawyer at Decatur, Ill., who handles claims against railroads on a percentage basis?—Geo. McAdams, Quincy, Ill.

*Ans.:* Grain men's claims against railroads are handled by Wm. R. Bach, attorney, in charge of the claim department of the Illinois Grain Dealers Ass'n. But Mr. Bach's offices are at Bloomington, Ill.

## OBJECT TO RUBBER STAMP ENDORSEMENTS.

*Grain Dealers Journal:* Complaints regarding shipments being made to the East with Bs/L having agent's name rubber stamped thereon, as well as station and date, may have been made by the bankers, but personally I know of no specific complaint of this character. I have heard that carriers at point of destination are insisting on written endorsements of all kinds, and refuse to take orders or Bs/L rubber stamped, especially by an individual or firm, the same showing the initials of the person who used the stamp.

More attention should be paid to the writing up of orders, etc. Of course, it takes a little more time to have the names written out in long hand, yet I fully agree with the carriers in their sizing the situation up to the point where they are perfectly justifiable in refusing rubber stamped names on orders. Yours very truly, The Quaker Oats Company, New York, Chas. J. Austin.

*Also,* the railroads should object to rubber stamp signatures to Order Bs/L by station agents.—Editor.

## CLEAN COBS WANTED FOR PAPER MAKING EXPERIMENT.

*Grain Dealers Journal:* Corn cobs could undoubtedly be returned to the soil with advantage. The difficulty would be, I fear, that its value would not equal the cost of distributing. It is of the same nature as the corn stubble and corn stalks, which are now returned to the soil in ordinary practice. Of course, if you could return this matter to the fields free of cost, no farmer would be wise to decline it, but is very doubtful if it would be a good investment for him to pay any considerable price for such material.

There is a possibility that these cobs might be of use in the manufacture of paper. If you should take sufficient interest in this to assemble a few tons of cobs in a clean condition, we would be in a position to convert them into paper and ascertain the qualities of the paper and the value of this material for that purpose. If you are not yourself in a position to do this, if you could influence any other people to do it, that would be all the same to us.

There has recently been issued by this bureau a bulletin entitled "Crop Plants for Paper Making." This bulletin is printed on paper made by us in whole or

in part from crop plants and crop wastes. —Very respectfully, N. A. Cobb, Agricultural Technologist, Bureau of Plant Industry, Dept. of Agri., Washington, D. C.

## "SAMPLE CORN, COB MIXED" at Memphis.

The recent action of the Grain Committee of the Memphis Merchants' Exchange in adopting a resolution instructing Chief Inspector Gardner to grade corn containing "an excessive amount of cob as Sample Corn, Cob Mixed," is meeting with considerable opposition among Illinois shippers. Some have protested quite bitterly against the change because they fear it will be used as an excuse to discount their shipments to that market. We quote the following from the letters of five different Illinois shippers:

## SLIGHT COB MIXTURE DOES NOT HURT.

The recent resolution adopted by the Grain Committee of the Memphis Merchants Exchange is we think of considerable importance to the trade. There is no question but what this new grade will give the Memphis merchants an extra opportunity of discounting corn. There is no question but what corn is shelled carelessly in a large part of the corn belt. Too much corn is broken and too many cobs are allowed to become mixed with the grain. This mixture can be partly avoided by care on the part of the sheller and in time, no doubt with the dealer suffering heavy discounts, pressure will be brought to bear on the farmer so that he will deliver his corn in better shape. However, it seems to me that it would be good policy on the part of the Illinois Ass'n to protest against this new grade for the reason that no other market has found such a grade necessary and for ordinary purposes a slight cob mixture does not hurt the quality or sale of the corn.

## OPPOSED TO MEMPHIS ORIGINATING GRADE OF ITS OWN.

I am opposed to allowing such an inspection to remain without protest. There is an effort by all the Grain Dealers Ass'ns to make uniform inspection in the various markets, and this idea of any market originating a grade of its own is not satisfactory. If the corn has too many broken cobs in it to grade under the rules of uniform grading, it could be graded as "Sample." This whole matter is covered by the general inspection rules.

## SUGGESTS PERCENTAGE BASIS.

Other markets arrange for cob mixed corn in the inspection of the grain on a percentage basis, and I think if Memphis wishes to do the right thing they would inspect the grain the same way.

## THE SHELLER TO BLAME.

The portable sheller men in central Illinois are getting more careless each year about cleaning the corn. When the writer was around at the different elevators he found a great deal of cob mixture and we believe the Memphis people have a right to complain of this corn. We do not believe that they have a right to take advantage of it, but we think there are two things they might have done. One thing is very important and that is for the Grain Dealer when he buys the corn to tell Mr. Farmer that he wants him to see that the sheller cleans the corn. That he does not want the riddles to fill up with smaller particles of cobs and then allow all the tip ends to get into the corn.

These broken cobs, together with shucks and dirt do more to start new corn to heat than any other one thing and it is doubly important that the sheller should clean the corn, especially new corn.

## COBS RISE TO TOP OF LOAD.

It is a well known fact that a car of corn may be well cleaned, but in the process of transportation if there are any broken cobs or dirt it will naturally rise to the top of the load and will show right on top and at the door to the disadvantage of the shipper. Judging from the experience we have had with certain inspectors, they grade the corn according to the condition of the load right on top.

I read every issue of the Grain Dealers Journal and get many good news items from it.—E. R. Bacon, Chicago.

The International Institute of Agriculture estimates the Russian wheat crop at 144,000,000 bus. less than last year, rye 480,000,000 bus. less and oats 120,000,000 less.

In addition to other valuable features the Grain Dealers Journal is doing good work exposing crooked work and abuses in terminals and transportation.—H. D. Mundt, Toeterville, Ia.

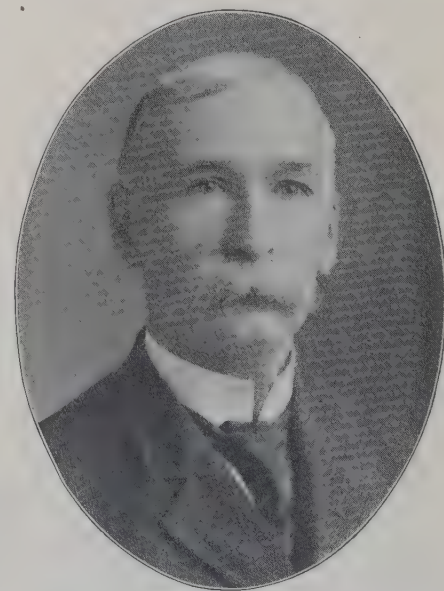
## NEW HEAD OF MINNEAPOLIS Inspection.

Geo. H. Tunell has recently been appointed chief deputy grain inspector at Minneapolis, Minn., to succeed J. N. Barnard, thus after 31 years' grading grain finding himself occupying the highest position in the Minneapolis department.

Born on a farm near Albert Lea, Minn., 53 years ago, at the age of 22 he left the parental acres and began buying grain at a country elevator.

His experience as a country grain buyer continued uninterruptedly until 1889 when he was appointed an inspector in the Minnesota inspection department, soon being promoted to first assistant chief deputy.

Besides his long experience as a country grain buyer, Mr. Tunell has kept in touch with country life by the ownership and management, as a side issue, of a fine farm in southern Minnesota. A portrait of Mr. Tunell is reproduced in the engraving herewith.



Geo. H. Tunell, Minneapolis, Minn.  
Chief Deputy Grain Inspector.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CANADA.

Strome, Alta., Sept. 18.—Crops in the Strome district are very good in yield but frost has done much damage to quality.—Wm. Mohler, Mohler Eltr. Co.

Ottawa, Ont.—The August forecast of the principal field crops of Ontario shows the following acreage and estimated yields compiled from reports to the Ontario Bureau of Industries: Fall wheat, 17,034,052 bus. on 837,492 acres; spring wheat, 2,375,843 bus., 133,711 acres; barley, 16,766,319 bus., 616,977 acres; oats, 88,261,352 bus., 2,699,230 acres; peas, 4,773,513 bus., 304,491 acres; beans, 925,228 bus., on 51,508 acres; compared with 19,837,172 bus. of fall wheat on 743,473 acres; 2,489,833 bus. of spring wheat on 129,319 acres; 19,103,107 bus. of barley on 626,144 acres; 102,084,924 bus. of oats on 2,757,933 acres; 6,016,003 bus. of peas on 403,414 acres and 892,927 bus. of beans on 49,778 acres in 1910.

### IDAHO.

Kendrick, Ida., Sept. 18.—Grain crops were about as expected, good yields, good quality and fair prices. Farmers are selling barley and oats, but are inclined to hold their wheat for better prices. The bean crop is now being harvested and is yielding well.—Agt. Vollmer-Clearwater Co.

### ILLINOIS.

Minonk, Ill., Sept. 20.—Corn never was better.—W. B. Memmer.

Sinclair, Ill.—Some corn damaged, much not cut.—J. W. Pherigo, agt. V. C. & Trave, Elmore.

New Holland, Ill., Sept. 20.—Corn was not injured by recent rains and winds as reported.—D. M. Burner.

Towanda, Ill., Sept. 22.—Corn not as good as expected, averages 35 bus.—B. G. Falkengheut, agt. J. W. Probasco.

El Paso, Ill., Sept. 21.—Corn standing well. will have some damaged. A light frost would be good for the crop.—F. S. Larison.

Elvaston, Ill., Sept. 14.—We think corn will make 75% of a normal crop and of very good quality.—C. B. Garard of M. C. Garard & Son.

Buffalo Hart, Ill., Sept. 20.—Corn down owing to the recent wind storms and rain. will have 80% of crop.—J. E. Sullivan, agt. Central Ills. Grain Co.

Blue Island, Ill., Sept. 15.—Prospects are fine for a big corn crop. Recent rains will necessitate more drying weather to put the corn in condition.—J. C. Klein.

Aurora, Ill., Sept. 14.—Winter wheat crop very good; spring wheat a little shriveled. Oats run 28 to 29 lbs.; bumper crop of corn, largest raised in years, about 80% away from frost.—R. C. Sheets, Aurora City Mills Co.

Springfield, Ill.—The area seeded to wheat for the crop of 1911 is 1,405,372 acres, all of which was winter wheat except 68,105 acres; 5% of the winter wheat acreage was winter-killed or destroyed by Hessian fly or floods, leaving 1,336,267 acres of spring and winter wheat for harvest; average yield per acre, 17 bus.; total yield, 22,722,316 bus. Area seeded to oats for 1911, 2,766,087 acres; of which 1,664,460 acres were reported in northern Illinois, 886,677 acres in the central and 214,950 acres in the southern part of the state; average yield, 31 bus. per acre; total yield, 85,632,301 bus. Acreage of winter rye, 49,356 acres; average yield, 18 bus. per acre; total yield, 902,501 bus. Barley acreage, 33,274 acres; average yield, 27 bus. per acre; total yield, 907,923 bus.—J. K. Dickirson, sec'y Illinois State Board of Agri.

### INDIANA.

Frankfort, Ind., Sept. 22.—Corn conditions are fine.—D. L. Brookie.

Montpelier, Ind., Sept. 19.—Some wheat will be sown in this territory but this is not a wheat-producing section. We will have a good corn crop if weather conditions are favorable for maturing it from now on. We have been having too much moisture for the past 10 days.—Arnold & Nelson.

Indianapolis, Ind., Sept. 21.—Wheat seeding is progressing rapidly in Indiana with indications of a larger acreage than usual, altho the heavy rains interfere in some sections of the state. The rains came without wind to the satisfaction of the farmers who are seeding in corn land. Corn stands straighter thruout the state than it has for years and corn fields in general are uncommonly clear of weeds, which has decreased the labor of seeding in corn ground.—F.

### IOWA.

Toeterville, Ia., Sept. 23.—Small grain yields 20 to 40 bus.; wheat and oats 3% of a crop here in Mitchell County. Corn and potatoes will make big crops. Marketing of all grains very, very light.—H. D. Mundt.

Cherokee, Ia., Sept. 14.—Considerable rain at present, is good for feed but is not helping corn. Do not think we will have much stuff to ship from here as too much stock is in the country and both corn and oats are scarce.—George A. French.

### KANSAS.

Dellvale, Kan., Sept. 16.—Wheat and corn crop a failure.—A. E. Maxwell, agt. Phillipsburg Mill & Eltr. Co.

Derby, Kan., Sept. 18.—Wheat crop short here; corn about a half crop. Kaffir corn will make a big crop; some farmers will begin to cut it this week.—E. S. Gross, agt. Stevens-Scott Grain Co.

### KENTUCKY.

Gar, Ky., Sept. 20.—Wheat is worth 75c per bu. here; corn, 60c. New corn crop is fair and a fair acreage of wheat will be sown this fall.—P. B. & S. V. Cooper.

### MICHIGAN.

Capac, Mich.—Wheat crop A-1 quality, oats short, fair quality, the acreage being 50% less than last year, yield over a third less.—H. P. Stoughton.

### MINNESOTA.

Ortonville, Minn.—Crop poor this year.—Orotonville Eltr. & Mlg. Co.

Lynd, Minn.—Crops light at this station.—Geo. Moffatt, agt. E. S. Mooers Eltr. Co.

Currie, Minn., Sept. 18.—Crops very poor here.—F. W. Matson, agt. Skewis Grain Co.

Verdi, Minn.—About half a crop here this year.—I. P. Fox, mgr. Verdi Grain Co., Sibley, Ia.

Garvin, Minn., Sept. 17.—Crops a failure. Nothing to be shipped this year.—Peterson & Webb.

Tyler, Minn.—About half a crop here; do not think we will exceed 10,000 bus.—Lars Reinholdt, mgr. Tyler Grain Co.

Morgan, Minn., Sept. 16.—About 100,000 bus. wheat this season, average season 250,000 bus.—Casper Green & Son.

Lake Benton, Minn.—Not over 20,000 bus. of grain will be marketed here this fall.—A. C. Ruddy, mgr. Farmers Co-Operative Ass'n.

Edgerton, Minn.—All grain tributary to this station is needed this year for seed and feed.—G. L. Baldwin, agt. Bennett Grain Co.

Henning, Minn.—Wheat is very poor, yields from 2 to 12 bus. Rye made a good crop, oats fair.—A. Anderson, agt. Farmers Eltr. Ass'n.

Lynd, Minn., Sept. 19.—Grain crop a failure, oats and barley 3 to 7 bus.; corn very good, as high as 45 bus.—O. M. Larson, agt. Farmers Eltr. Co.

Viking, Minn., Sept. 18.—Wheat crop best in years, 20 to 30 bus. Oats 50 to 65. Barley 50 to 60, flax 15 to 20.—A. F. Anderson, agt. Spaulding Eltr. Co.

Marietta, Minn.—Grain is moving slowly. Average yield of wheat about 7 bus. per acre. Corn looks good.—L. G. Becker, agt. and repairer Security Eltr. Co.

Gary, Minn., Sept. 18.—Grain yield fairly good. Wheat 10 bus., mostly No. 2, oats 25, barley 20, flax 9, rye 17 bus.—A. H. Nelson, agt. Monarch Eltr. Co.

Chatfield, Minn.—About 60% barley marketed, not many oats to be sold, very light crop. Flax and timothy about all out of former hands.—Caw & Lynch.

Ghent, Minn.—About 300,000 bus. of grain marketed here last season but only about 45% of that will be marketed this season.—G. J. Inhofer, agt. Western Eltr. Co.

Bigelow, Minn., Sept. 16.—Very little grain to ship out of here this year, light yield, caused by drought and grasshoppers.—O. F. Johnson, mgr. Farmers Eltr. Co.

Beaver Creek, Minn., Sept. 13.—Very little grain here account of drought last summer, will have a good crop of corn.—John Christiansen, agt. St. John Grain Co.

Adrian, Minn., Sept. 20.—We have a very short crop this year. I have only shipped out three cars of new grain.—A. Reckers, mgr. Adrian Co-Op. Grain Co.

Le Sueur, Minn., Sept. 18.—Grain is mostly threshed and we have about a half crop of wheat and barley and a third of oats but a good crop of corn.—Wierwill Bros.

Iona, Minn.—Last year we alone handled 170,000 bus. of grain but, owing to drouth, do not expect to handle 10% of that this year.—W. P. Moran, mgr. Iona Farmers Eltr. Co.

Olivia, Minn., Sept. 20.—Wheat 10 to 12 bus., grading No. 2 and 3. Oats grading No. 4, white, barley No. 4 to feed, flax grading No. 1. Corn crop good.—J. W. Ploghart.

Redwood Falls, Minn., Sept. 20.—Crops very poor here this year; 8 bus. per acre of wheat, no oats or barley; about 80,000 bus. to market.—J. F. Knudson, agt. Bingham Bros.

Badger, Minn., Sept. 19.—Wheat damaged by black rust, yields 15 bus. Flax 12 bus., barley 20, oats 35. Corn of fair quality.—H. B. Lee, mgr. Co-Operative Eltr. & Merc. Co.

Franklin, Minn.—About 300,000 bus. of all kinds of grain handled from this station last year; only about a third of that will be handled from here this season.—Citizens Mlg. Co.

Westbrook, Minn., Sept. 18.—Crops worst in years, farmers do not even get their seed back. Severe hail storm destroyed much late flax and corn.—Bert Milligan, mgr. Farmers Eltr. Co.

Madison, Minn.—Only half a crop of wheat this year, a third of barley, a sixth of oats, a quarter crop of flax but a full crop of corn.—John O. Hagebak, mgr. Farmers Merc. & Eltr. Co.

Hills, Minn., Sept. 19.—Very light crops of small grain. Corn promises a good yield and some will be marketed here. Much rain recently and pastures good.—Otto Nelson, mgr. Hills Merc. Co.

Karlstad, Minn., Sept. 20.—Crops only about half threshed. Wheat very poor grade on account of rust. Flax, oats, rye and barley good but yield small.—Chris Christensen, agt. Homestead Eltr. Co.

Battle Lake, Minn.—This year's crop is poorest in 15 years. Wheat averaging 4 to 10 bus., grading feed wheat to No. 3. Oats 25; flax, 8; rye, 22; and barley 17 bus.—Jno. G. Peterson, agt. Monarch Eltr. Co.

Felton, Minn., Sept. 18.—Rust, that struck grain in this vicinity 10 days before harvest, did great damage to wheat, especially to that late sown.—Edw. Carlson, former agt. Grain Producers Eltr. Co.

South Haven, Minn., Sept. 18.—Crops medium; wheat averages 14 bus.; barley, 25 bus.; rye, 20; oats, 30. Wheat grades mostly No. 2. Corn fine, best crop in years, fully equal to Iowa or Illinois corn.—H. F. Goode, agt. Osborne-McMillan Eltr. Co.

Neillsville, Minn., Sept. 18.—Threshing nearly finished; yield good but quality poor, mostly No. 2 and lower grades. Wheat yields 15 to 25 bus.; barley 25 to 45. Farmers are hauling in to market quite freely.—J. A. Munson, agt. St. Anthony & Dak. Eltr. Co.

Echols, Minn., Sept. 20.—Crops very poor on account of drouth and extreme heat in early summer, but the corn crop will be fair. Most farmers are thru plowing and land will be in excellent condition for a big crop next year.—Henry Wettested, agt. Grieg & Zeeman.

Oslo, Minn.—Threshing about 1/4 finished; wheat yield, 15 to 20 bus., grading No. 2 on account of kingheads. Barley yield, 20 to 40 bus., the early sown has good weight but late barley only grades No. 1 feed. No flaxseed in this vicinity this year and do not expect to handle more than a car load, good sample tho.—Howard & Bushaw.

Beaver Creek, Minn., Sept. 18.—Wheat yields 1/2 to 10 bus. per acre; oats, 1 to 13; barley, 1/2 to 15 bus. We had two hail storms that took a third of the crop. We will need most all the corn here and have very little to ship. Not half a dozen cars of grain are likely to be shipped out of this station this year.—H. S. Craig, mgr. Beaver Creek Eltr. Co.

Milroy, Minn., Sept. 19.—Crops poorest in years. Wheat 6 bus., barley 0 to 10, oats 0 to 12, rye 2 to 10, flax 1 to 10, fair quality, not more than a car load to ship. Corn good, fair quality, lots to be shipped. Oats short, will have to ship in seed before next spring. Have 25,000 bus. of wheat to ship, grades No. 2 Northern.—Theo. Blake, sec'y and mgr. Milroy Farmers Eltr. Co.



Tracy, Minn.—Grain crop almost a total failure.—D. H. Evans.

Wendell, Minn., Sept. 16.—Crop poor.—C. E. Stickney, agt. Atlantic Eltr. Co.

Guckeen, Minn., Sept. 23.—Oats and corn will be very short this year on account of dry weather.—T. F. Garry, agt. Western Eltr. Co.

Round Lake, Minn.—Owing to drouth and hot winds this season's business will probably amount to 25% of last.—D. R. Chaney, mgr. E. L. Grain & Merc Co.

Lismore, Minn.—Do not expect to handle 20,000 bus. at this station this year; handled about 280,000 bus. last year.—J. M. Wermeiskechen, mgr. Farmers Eltr. Co.

West Union, Minn., Sept. 22.—Wheat about 3 bus. per acre and poor; oats poor yield and poor quality; flax good, 15 bus. per acre.—W. L. Bremer, agt. Lee Ginery Co.

St. Peter, Minn., Sept. 18.—Wheat, oats and barley, 2/3 crop, poor grade; corn fine, considerable fall plowing done. Little wheat but not any oats moving. Barley all in.—E. J. Matteson.

Marietta, Minn., Sept. 18.—Wheat goes about 2 to 10 bus. per acre, No. 3; oats No. 3 mixed, 5 to 15 bus.; barley No. 2 feed, 2 to 6 bus.; rye No. 2, 4 to 6 bus.; flaxseed No. 1, 4 to 9 bus. per acre.—Chas. Danielson, agt. Farmers Eltr. Co.

Alvarado, Minn., Sept. 23.—Wheat is varying in quality to quite an extent. About 50% of this crop is threshed. It is estimated that about 300,000 bus. of wheat will be handled at this station this year, 50,000 bus. of barley and 30,000 bus. of flaxseed.—A. H. Nystrom, agt. Atlantic Eltr. Co.

Milroy, Minn., Sept. 19.—Oats and barley are failures, we may have to ship in some for seed next spring. Will probably be two or three cars of flaxseed. Wheat is less than an average crop; corn will be about an average. Last year more than 400,000 bus. of grain of all kinds shipped out of Milroy; this year it will be less than 100,000 bus.—Theo. Larson, mgr. Springfield Milling Co.

## MONTANA.

Harrison, Mont.—Average yield of wheat, grade good, mostly No. 1 turkey red. Oats good.—J. W. Winning, agt. Hawkeye Eltr. Co.

McCabe, Mont., Sept. 14.—Wheat yield here from 6 to 15 bus.; quality badly damaged by recent rains. Flax crop good except a few late pieces liable to be damaged by frost.—P. A. Peterson.

## NEBRASKA.

Monroe, Neb., Sept. 18.—Corn will make 1/2 to 3/4 normal crop. Wheat 20 bus., good quality; oats light; increased acreage is being put into winter wheat.—C. O. Hart.

## NORTH DAKOTA.

Oberon, N. D., Sept. 20.—Wheat 11 bus., grading 2 to 4 mostly.—Palmer, agt. Powers Eltr. Co.

Petersburg, N. D.—Barley 30 bus., good quality, stained.—T. A. Thompson, agt. A. O. Cornwell.

Rugby, N. D., Sept. 21.—Flax, 10 bus., very little threshed.—V. H. Buque, agt. No. Dakota Grain & Land Co.

Rolla, N. D., Sept. 12.—Wheat poor, 2 to 8 bus., quality only fair.—L. S. Bancroft, mgr. Farmers Eltr. Co.

Lakota, N. D.—Wheat 11 bus., good quality, grading No. 2 and 3 mostly.—O. E. Corenke, agt. National Eltr. Co.

Leeds, N. D., Sept. 19.—Flax crop is the best, small acreage, 15 bus.—J. E. Conway, agt. Great Western Grain Co.

Rugby, N. D.—Wheat 7 bus., mostly low grade, damaged by black rust.—T. Chandler, agt. Winter-Truesdale-Ames Co.

Grand Harbor, N. D.—Barley 20 bus., testing 38 to 44. Flax looking fine, 10 bus.—O. A. Moen, agt. Farmers Grain Co.

Northwood, N. D.—Oats 20 bus., fairly good quality.—F. Lynch, agt. Andrews Grain Co.

Cando, N. D., Sept. 11.—Wheat 10 bus., grading No. 2 mostly.—F. N. Cowan, agt. Duluth Eltr. Co.

Berwick, N. D., Sept. 22.—Wheat 5 bus., poor quality. Farmers waiting for it to dry out.—P. Morrissey.

Northwood, N. D.—Barley crop fairly good, 20 bus., most all stained.—O. A. Myrand, agt. Burgess Eltr. Co.

Petersburg, N. D.—Wheat about 14 bus. Flax will be a good crop.—Wm. Anton, agt. St. Anthony & Dakota Eltr. Co.

Mylo, N. D., Sept. 13.—Wheat not over 8 bus., grading No. 2 and 3 mostly. Just commencing to thresh.—J. G. Mundy.

Lakota, N. Dak.—Barley 20 to 40 bus., testing 42 to 44 lbs. Oats crop is good.—J. M. Hartin, mgr. Hartin Grain Co.

Cando, N. D., Sept. 11.—Barley fair, 20 bus., quality fair, not much malting barley.—J. H. Larr, mgr. Cando Eltr. Co.

York, N. D.—Barley fairly good, 20 bus., testing 38 to 46 lbs., flax good, 15 bus.—R. A. Rasmussen, mgr. Farmers Eltr. Co.

Mylo, N. D., Sept. 13.—Barley 15 bus., quality fair. Flax looking good, 10 or 12 bus.—G. M. Foster, agt. Atlantic Eltr. Co.

Devils Lake, N. D.—Barley fairly good, from 20 to 30 bus., flax 15 bus.—T. T. Anderson, secy. Farmers Mill & Eltr. Ass'n.

Pleasant Lake, N. D., Sept. 22.—Wheat averages 7 bus. Farmers storing for higher prices.—W. T. Heising, agt. Heising Grain Co.

Crary, N. D.—Threshing late this year. Wheat 12 bus., flax looks good.—H. J. Johnson, agt. Minnesota & Western Grain Co.

Larimore, N. Dak.—Barley is good, 35 bus., grading No. 4 malting, stained a little.—J. M. Freeman, agt. Imperial Eltr. Co.

Devils Lake, N. D.—Wheat 8 bus., quality fair, grading No. 2 on an average. Barley will run 20 bus., light quality.—C. H. Baker.

Churchs Ferry, N. D., Sept. 11.—Wheat 14 bus., quality fair, testing 51 to 57 lbs.—G. C. Mead, agt. St. Anthony & Dakota Eltr. Co.

Minnewaukan, N. D., Sept. 20.—Flax good, will yield 14 bus., barley from 15 to 30 bus., fair quality, small acreage.—C. S. McGlenn.

Churchs Ferry, N. D., Sept. 11.—Barley 20 to 35 bus., mostly feed barley, 42 to 46 lbs., stained.—I. E. Allan, mgr. Farmers Eltr. Co.

Brinsmade, N. D., Sept. 20.—Flax 12 bus., very little cut. Barley 15 to 25 bus., small acreage.—C. J. Cocking, agt. Great Western Grain Co.

Michigan, N. D.—Barley 20 to 35 bus., fairly good quality. Flax will be good quality and fairly good yield.—J. M. Lamb, Lamb Eltr. Co.

Niles, N. D., Sept. 19.—Barley crop from 15 to 25 bus., quality fair. Flax crop the best, yielding 12 bus.—O. J. Hanson, mgr. Farmers Eltr. Co.

Bisbee, N. D., Sept. 13.—Flax looking good, an average yield, barley fair, small acreage, 12 bus.—Geo. J. White, mgr. Farmers Eltr. Co.

Churchs Ferry, N. D., Sept. 11.—Flax good, 15 bus., threshing started, heavy movement of grain soon.—Olef Carlson, agt. Heising Grain Co.

Bisbee, N. D.—Sept. 13.—Wheat 7 to 12 bus., grading No. 2 and 3. Farmers are storing for better color.—Peter E. Skow, agt. Atlantic Eltr. Co.

Agate, N. D., Sept. 14.—Wheat, 15 bus., grading No. 2 mostly, some No. 1 and 3. Rain delayed threshing.—Fred Meyer, Jr., agt. Northland Eltr. Co.

Lakota, N. D.—Barley between 30 and 35 bus., testing 41 and 43 lbs. Flax crop larger than usual, 12 bus.—Frank Sterrett, agt. Farmers Grain Co.

Northwood, N. D.—Wheat, 15 bus., grading No. 2 and 3 mostly. Rained several days, delayed threshing a week.—F. P. Haan, agt. Heising Eltr. Co.

Rollette, N. D., Sept. 15.—Wheat 5 to 12 bus., grading No. 2 and 3, very little threshed. Flax looks fine.—Frank Curtin, agt. Spaulding Eltr. Co.

Devils Lake, N. D.—Movement will be late, caused by unfavorable weather. Wheat 8 to 12 bus., fair quality.—A. M. Mikkelsen, auditor Farmers Grain Co.

Rugby, N. D., Sept. 21.—Acreage of barley small, yielding about 25 bus., poor quality, stained from recent rains.—A. Maurer, mgr. Farmers Equity Eltr. Co.

Niagara, N. D.—Wheat 17 to 27 bus., 50% damaged by black rust, grading No. 2 and 3 mostly, some No. 1 grade.—S. Nason, sec. and mgr. Niagara Eltr. Co.

Minnewaukan, N. D., Sept. 20.—Wheat 8 to 10 bus., grading 2 to 3 mostly, damaged by black rust. Farmers to hold grain for better grade.—C. H. Sheldon.

Overly, N. D.—Barley light and stained, small acreage, 8 to 10 bus., test 36 to 42 lbs. Flax is pretty fair, averages 10 bus. Weeds in barley and flax. Acreage of flax smaller than usual.—G. I. Tubbs, agt. Canton Grain Co.

Berwick, N. D.—Flax is not ripening very rapidly, but we will get 5 to 7 bus.—G. F. Stiner, agt. Heising Grain Co.

Berwick, N. D., Sept. 22.—Barley of poor quality, testing 39 to 46 lbs., 5 to 15 bus.—Geo. Mitzel, mgr. Farmers Eltr. Co.

Michigan, N. D.—Wheat, 11 bus., grading No. 3 and 4 mostly. Rain delayed threshing considerably.—D. A. Dunlap, mgr. Michigan City Farmers Eltr. Co.

Larimore, N. D.—Wheat 15 bus., damaged some by black rust, good quality, grading No. 1 and 2 Northern.—Carl Nelson, agt. Northwestern Eltr. Co.

Brinsmade, N. D., Sept. 20.—Wheat grading 2 to 4, strained from black rust, rain delayed threshing, average yield 8 bus.—Jno. Walker, agt. Powers Eltr. Co.

Dunseith, N. D., Sept. 14.—Barley crop, 12 bus., fair quality, small acreage. Flax best crop here, 10 bus., most all cut.—H. W. Borland, mgr. Farmers Eltr. Co.

Grand Harbor, N. D., Sept. 18.—Barley fairly good, 15 to 35 bus., stained and grading mostly feed barley.—Herman Holz, agt. St. Anthony & Dakota Eltr. Co.

York, N. D., Sept. 16.—Wheat 8 bus., grading mostly 3 and 4. Threshing started, delayed by heavy rains.—O. H. Gremgard, agt. St. Anthony & Dakota Eltr. Co.

Grand Harbor, N. D.—Wheat 7 to 12 bus., grading No. 2 to 4. Most of the wheat has been threshed. Flax looking fine, 12 bus.—J. M. Morgan, agt. Penn Eltr. Co.

Leeds, N. D., Sept. 19.—Wheat 10 bus., grading from 2 to 4, 50% of wheat, and all of barley threshed, farmers holding wheat.—W. A. Shultz, agt. Imperial Eltr. Co.

Leeds, N. D., Sept. 19.—Barley crop averages 25 bus., owing to heavy rains considerable is bleached and dirty.—Myron Cullen, mgr. Farmers Co-operative Eltr. Co.

Agate, N. D., Sept. 14.—Barley 20 bus., small acreage, good quality, mostly feed barley. Flax fine, best crop here, most all cut.—S. A. Sorben, mgr. Farmers Eltr. Co.

Grand Harbor, N. D., Sept. 18.—Wheat 8 bus., grading No. 2 to No. 4. Spotted by heavy rain; 60% wheat and 10% of barley threshed.—A. Belcourt, mgr. Grand Harbor Farmers Eltr. Co.

Cando, N. D., Sept. 11.—Wheat 10 to 20 bus., threshing started, delayed account of recent rains, grade No. 2 and 3. Flax 10 bus., little flax cut.—L. Gjery, prop. Cando Flouring Mills.

Dunseith, N. D., Sept. 14.—Crops poor in this vicinity, wheat yields 5 to 8 bus., grading No. 2 and 3. Very little grain threshed yet, account of heavy rain.—D. I. McHugh, agt. Imperial Eltr. Co.

## OHIO.

Paulding, O., Sept. 22.—Average crop.—Chas. Ozias.

Cecil, O., Sept. 22.—Corn fair, oats averaged 30, wheat 30.—J. Milter.

Haviland, O., Sept. 22.—Corn fair, oats averaged 30 bus.—L. W. Baker.

Jonestown, O., Sept. 22.—Wheat and oats fair crop, corn short.—S. J. Metzner.

Haviland, O., Sept. 22.—Corn good, oats made 50 bus. Hay fair.—C. W. Mahin.

Miller City, O.—Corn crop splendid, quality better than last year.—Ruffing & Missler.

Miller City, O., Sept. 22.—Corn very good, oats averaged from 30-50 bus., but wheat not so good.—J. F. Ruffing.

Spencerville, O., Sept. 22.—Oats averaged 40 bus., wheat 25 bus., corn crop fair. Farmers inclined to hold.—C. T. Faust.

Bowling Green, O., Sept. 22.—Corn crop good and oats fair. Farmers sowing a good deal of wheat.—C. S. Young, Royce & Coon Grain Co.

Rockford, O., Sept. 22.—Corn crop good, oats averaged 40 bus. and wheat good crop. Farmers sold wheat freely.—C. S. Behymer, Behymer Bros.

Lancaster, O., Sept. 22.—Wheat fine. Some corn molding account of wet weather. Seeding under way. Large acreage.—G. A. Graham, Graham & Black Co.

Jeromeville, O., Sept. 18.—More rye being sowed this year on account of clinch bugs. Farmers talk of not sowing wheat till about the last of the month or first of next month.—The Funk Co.

Bookwalter, O., Sept. 15.—Corn never looked better, ripening even, 30% in shock, all will be in shock by Oct. 1, if weather keeps fine. Wheat sowing is progressing. Less wheat stored than for years.—Henry Bucher.

## OKLAHOMA.

Inola, Okla., Sept. 20.—Not any corn in this section. Sowing wheat, largest acreage ever sown.—W. L. Harris.



Pond Creek, Okla.—Corn crop very small, will not ship in corn for local use, wheat crop short.—C. F. Brattain, S.

Woodward, Okla.—Have an abundance of broom corn and expect bumper crop of kafir corn.—Cox & Townsend, S.

Fargo, Okla.—Big acreage of wheat will be put in, ground in excellent condition. Largest crop of kafir corn.—E. P. Burdick, mgr. Fargo Grain Seed & Coal Co.

Jefferson, Okla., Sept. 16.—Wheat good quality, 10 to 15,000 back in country, farmers putting in large acreage of wheat under favorable conditions.—McIntyre Bros., S.

#### TEXAS.

Panhandle, Tex., Sept. 20.—Wheat and oats almost all threshed. Kaffir corn and maize ready to harvest.—M. J. Long.

Ft. Worth, Tex., Sept. 15.—Still dry in Texas. A large acreage will be planted in wheat next month.—G. J. Gibbs, secy. Texas Grain Dealers Ass'n.

Garland, Tex., Sept. 16.—This section of country, owing to extreme drouth did not raise any oats or corn and little wheat. A great demand here for feedstuffs. July and August rains produced some green forage, but no grain. Cotton picking is in full blast and prices for cotton and seed are strong, though the crop is short, due to drouth.—G. W. Crossman.

#### WASHINGTON.

Tacoma, Wash., Sept. 11.—The large wheat yield anticipated by farmers and millers in Washington is not materializing as well as expected, says H. C. Stivers, chief deputy state grain inspector. The reason given by Mr. Stivers for the over estimate is in the failure of the heads of the grain to fill out entirely. In the Palouse country, especially, the crop has fallen short.

#### WISCONSIN.

Monroe, Wis., Sept. 22.—We have shipped out more barley in the last two months than this entire station in the past 6 yrs. An abundant crop of corn.—H. C. Dahms, mgr. Monroe Model Mills.

### THE BURNING OF THE Farmers' Elevator at Freeman, S. D.

South Dakota lost its crops this year, owing to the prolonged drouth, and now that there is little grain to handle, many of the elevators are also burning up. On the afternoon of Sept. 15th fire was discovered in the Farmers' Elevator at Freeman, S. D., and the building was soon destroyed, together with 8,100 bus. of grain. Insurance on the elevator and grain was \$6,700. The company's loss aggregated about \$4,500.

Manager W. H. Borman had gone up-town to attend to some business, and the fire was started by a spark from a passing locomotive. Most of the books being in a fireproof safe were saved. The plant will probably be rebuilt soon.



Burning Elevator at Freeman, South Dakota.

### HAY AND GRAIN DEALERS Meet at Lima.

Jerome Elliott, of Columbus Grove, Ohio, vice president of the Hay & Grain Producers & Shippers Association of Northwestern Ohio, called the meeting to order promptly at 11:30, Friday morning, Sept. 22, in the Lima House, Lima, Ohio.

Mr. T. P. Riddle, secretary of the association, urged the grain and hay men "to get together."

A discussion was announced on "The New Corn Crop," but as there were none present with anything to say on the subject, it was dropped.

Jos. Miller, colonel, won a dinner for presenting the best sample of new corn.

"When Will New Corn Be Fit to Ship?" was left to the judgment of the shippers.

Mr. E. T. Custenborder, of Sidney, announced that 50% of the elevators had been equipped this last year to handle ear corn, and that it was not a question when to ship, but how. It was said some firms were already shipping corn.

What will be the starting price and basis was also left to the dealers' judgment.

Mr. Riddle led a discussion on What does it cost to maintain an elevator today? and What constitutes a proper working margin?

He presented the following figures, average of reports from representative elevators in the state:

Property investment.....	\$7,500.00
Working capital.....	4,000.00
Annual shipments (bus.).....	100,000

#### EARNINGS.

10,000 bus. wheat on 5c margin....	\$ 500
40,000 bus. corn on 4c margin....	1,600
50,000 bus. oats on 3c margin....	1,500

#### ANNUAL EXPENSES.

Interest on investment, \$7,500, at 6% .....	\$ 450
Depreciation (based on 20 yrs. life), \$6,500 .....	325
Interest on working capital, \$4,000, at 6% .....	240
Repairs .....	162
Insurance on bldgs., \$6,500, at 1 1/4% .....	113
Insurance on grain, \$4,000, at 1 1/4% .....	70
Taxes on property, capital, stock... ..	95
Fuel .....	200
Bags, oil, waste, etc. ....	50
Engineer at \$50 per month.....	600
Manager's or owner's time at \$75... ..	900
Postage, telephone, telegrams, etc..	65

Trade journals, markets, ass'n dues, traveling expenses.....	35
Cleanings, shrinkage, leakage and misgrade, wheat.....	80
Cleanings, shrinkage, leakage and misgrade, corn.....	100
Cleanings, shrinkage, leakage and misgrade oats.....	100
Profits .....	14

\$3,600

Mr. A. Mennel, of Toledo, spoke on the value of white wheat to the miller, and advised a dockage from 3 to 5 cents per bus. for any wheat containing the white variety, in the hope of discouraging the farmers planting it. Examples given proved that this plan had worked to good advantage where employed.

Adjournment at 12:15 for dinner.

#### AFTERNOON SESSION.

Mr. W. T. Dolbey, president, opened the afternoon session at 1:30 and remarked that he was pleased in facing one of the largest gatherings the Ass'n had ever attracted.

Mr. Mennel talked interestingly and persuasively on why all grain should be bought by the hundred weight. He said:

Wheat, corn, oats, barley and rye should be bought and sold by the hundred weight. Why adhere to the old fashioned bushel measure? All grain when bot is computed in pounds and the same when sold. Is it necessary to enter the complicated bushel measure into the computation? Farmers would be more willing to use pounds as a unit from the threshing machine, and would not only increase his own profit, but also that of the grain man's. The hundred weight measure would make grain transactions easier to figure and in putting up package lots. Every state should adopt this unit of measure. [Vociferous applause.]

Mr. Riddle urged this move, but Mr. Mennel did not desire too much haste.

L. C. Allinger, of Delphos: We sell by pounds—why not buy?

J. C. Paul, Botkins: We have bought by the 100 lbs. for two years. I make a motion we as an association buy all grain by the hundred weight, to take effect as soon as advisable.

Mr. Riddle moved an amendment to go into effect Jan. 1, 1912.

A live discussion ensued, one Toledo man saying that there was no benefits derived, as dealers base price on Toledo market, but sell somewhere else.

Motion carried, by almost unanimous vote.

Vote of thanks was tendered to A. Mennel for doing so much in the adoption.

A motion was carried to endeavor to buy grain by grade.

Mr. Riddle presented the following Declaration of Purpose:

It shall be the purpose of this association to inculcate honorable and equitable practices in the trade.

To acquire and disseminate valuable business information.

To conserve the natural resources of the trade.

To provide adjustment of differences by arbitration.

To guard hay and grain producing and shipping interests with respect to transportation and marketing problems.

An announcement was made regarding the dismissal in the Allen Circuit Court of the case filed by Attorney General Bingham against the N E Indiana Association for violation of the Sherman Anti-Trust Law.



The secretary urged the settlement of all differences by arbitration.

D. R. Risser, of Vaughnsville, read the treasurer's report, and stated that if all dues and assessments were collected the association would not be in debt.

Mr. Riddle. The farming community needs an elevator, and it is impractical to handle grain by scoop-shovel methods. Dry goods stores are protected from pedlars by licenses, but a scoop-shoveler needs no license. Men regularly engaged in the grain business should be backed by the government, to give the farmer a square deal and to protect the grain dealer. The usual method of driving out a scooper is by higher prices, by hiring another scooper, or by appeal to the trade.

"The scoop-shoveler and how to handle him" drew a lively and bitter discussion from all those present, since a real scooper was present to defend himself in a case involving the firms of Samuel Walton Co., of Pittsburg, Pa., Long & Anderson regular dealers and John A. Wright a scoop shoveler of Liberty Center, O., and Mr. Riddle.

Mr. Samuel Walton stated that on finding out that John A. Wright was a scooper he immediately notified Long & Anderson of his mistake and told them he would not buy any more grain from said scooper.

Mr. Riddle tried to negotiate a transaction for the selling of the Long & Anderson plant to Mr. Wright, but through some misunderstanding deal was not made.

All involved stated their case, and views as to settlement, but Mr. Wright was against any settlement, and stated that he would continue business at that place.

Adjourned to meet in Toledo two weeks from date.

## Those There.

Cleveland sent F. E. Watkins.

H. T. Burns, Buffalo, N. Y., of Burns Grain Co., was present.

P. M. Gale of Gale Bros. Co. was also there from Cincinnati.

Toledo sent A. Mennel, J. W. Young, Fred Mayer, of J. F. Zahm & Co., and Fred J. Wilkinson.

From Pittsburgh were C. M. Hardman, of Hardman & Heck, J. A. A. Geidel, Fred L. Davis, R. E. Austen, Samuel Walton and son, Jos. T. Walton.

Ohio shippers present were J. C. Paul, Botkins; C. S. Young, Bowling Green; Jos. Miller, Continental; J. Milner, Cecil; Edward Stritmatter, Columbus; Jerome Elliott, Columbus Grove; W. C. Long, Convoy; J. F. O'Hearn, J. C. Franklin, and W. S. Gehrett, Deshler; W. E. Gether, Defiance; H. C. Barnt, L. C. Allinger, W. I. Dolbey, C. C. Laman and A. L. Garman, Delphos; L. W. Baker, C. W. Mahin, Haviland; S. L. Snyder, Holgate; W. G. Bennett, Hoytville; Wm. Boogher, Hume; J. S. Metzner, Jonestown; G. O. Cruickshank, Leipsic; O. W. Cook, Maplewood; F. H. Tanner, Mansfield, J. F. Dasher, Mendon; H. G. Pollock, Middlepoint; J. F. Ruffing, Miller City; Chas. W. Moog, Ney; Chas. Gramhausen, New Bremen; Chas. Ozias, Pauling; E. Milton Crowe, Piqua; C. S. Behyner, Rockford; J. J. Thieroff, Sherwood; E. T. Custenborder, Sidney; C. T. Faust, Spencer-ville; W. L. Alton, Swanders; G. R. Forester, Swanton; D. R. Sisser, Vaughnsville; F. D. Brant, Van Wert; A. Stenger, Wapakoneta, and Geo. E. Howe, Wauseon.

## A TRAINED AGRICULTURIST in Every County.

Bert Ball, sec'y of the Crop Improvement Committee of the Council of Grain Exchanges, at Watertown, N. Y., recently inaugurated what promises to be the most effective of the many agencies the Committee has set in motion toward the production of more and better grain.

Mr. Ball on Sept. 13 addressed the Watertown Chamber of Commerce advocating the employment of a salaried agricultural adviser for Jefferson County, to conduct experimental tracts of land on the farms of different owners demonstrating the advantages of scientific farming, and to be at the beck and call of every farmer in the county who desires expert advice. To remove all feeling of paternalism Mr. Ball advocated that the expense be borne jointly by the farmers and the merchants of the county. Various ways of dividing the burden are suggested whether by membership in the Chamber of Commerce, or by the various townships in connection with the Chamber of Commerce, or by the farmers themselves.

At the suggestion of Mr. Ball the Chamber of Commerce appointed a committee to form a general organization representing the grange, the Chamber of Commerce and all others interested in better farming, to work out the details and employ the expert, who will thus become responsible directly to the people of the county in which he works. Mr. Ball recommends that the county agriculturist be one of a number approved by the extension department of the state agricultural college, with which he could work in harmony.

The City of Watertown and the County of Jefferson jointly will raise enough money to employ a practical farm manager, covering the 22 townships. Enough practical farmers will be solicited to become associate members of the Chamber of Commerce to supply \$100 from each township each year for a period of three years. This will give one-half of the fund, the other half to be provided by raising the dues of the Chamber of Commerce or by special subscription.

As this is the first endeavor by the Council of Grain Exchanges to promote directly county demonstration considerable interest attaches to the Watertown plan. The effectiveness of county demonstration in educating the farmer and improving the methods of the community

has already been proved wherever tried, and especially in the southern states.

## INTERNATIONAL BREWERS' CONGRESS.

The Second International Brewers' Congress will be held at Chicago Oct. 12 to 22, several days being required to consider the many subjects in which brewers are interested. The special meetings of the Congress will be divided into six sections, one each for the science of brewing; barley and hops; brewing and malting; materials; engineering and machinery; sociology and physiology.

The exposition of brewing machinery, materials and products will be held at the Coliseum from Oct. 12, 2 p. m., to Oct. 22, 11:30 p. m.

The proceedings will be held at the First Regiment Armory, beginning Oct. 18, and among the speakers will be the Hon. James Wilson, Sec'y of the U. S. Dept. of Agriculture.

Liberal prizes have been offered for exhibits of barley grown in specified states and parts of the Union and a splendid showing of this cereal and hops is assured.

The Gt. Western Cereal Co. has failed to pay the semi-annual interest due Sept. 1 on its first mortgage 6% bonds, of which \$684,500 are outstanding. The company has reported to the trustees of the bond issue that its plants are shut and it has no funds to meet the interest, \$20,535.

## BURNING OF GEO. L. LONG'S Elevator at Bushnell.

The difference between the modern elevator loading grain into a freight car and a smoking pile of smoldering embers and grain is oftentimes only about 30 minutes, as was the case at Oldham, S. D., several weeks ago.

Herewith is a picture of the ruins of Geo. L. Long's elevator at Bushnell, Ill., which was burned about 2 o'clock on the morning of Sept. 3. This house was formerly owned by Stephen A. Hendee, and was insured for \$4,000, while the 12,500 bus. of grain in the bins was but partially covered by insurance. This elevator had been standing about 30 years.



Ruins of Geo. L. Long's Elevator at Bushnell, Ill.



## COST OF HANDLING GRAIN AT COUNTRY STATIONS

By G. C. Bosley

An actual knowledge of costs is the Keystone to the whole structure of successful business administration.

If this is true in manufacturing it is also true in any line of activity subject to profits and losses.

This is an era of *high costs*—in fact the necessities of life have advanced to a point inviting Federal investigation. The cost of doing business is as important to the country elevator man as to the million dollar corporation.

In conversation with Mr. Clinton E. Woods, of New York, who is considered the foremost Cost Accounting Expert in this country, I asked, "Where do you find the larger field for your labor?" To which he unhesitatingly replied, "Among the old established firms of the East."

These old houses have been managed by men who engaged in the business when competition was practically unknown, and, owing to the volume of business and excessive profits, have succeeded. The business is now being handed down to younger men for management, and these new managers are in a position to reorganize the business and put it upon "up-to-date" business basis.

Many grain men are keeping their records and accounts just as they did twenty, fifteen or ten years ago. If this be true they are behind the times and are throwing away profits for want of vital information.

THIS IS THE BEGINNING of the Cost Accounting Era. The time has passed when the farmer depends on his grain merchant for information regarding the market which affects his productive profit. He knows the change of market as soon as you do, and don't forget for one moment that he is watching it. With his telephone and Rural Free Delivery he is abreast the times. It isn't worth while to run out to see if he isn't about ready to sell that bunch of wheat—he'll call you up when the market is right. One thing I want to call attention to and I hope dealers will retain, is, that **PROFIT OR LOSS IN THE GRAIN BUSINESS IS NOT THE RESULT OF THE RISE OR FALL IN THE MARKET.**

To the grain man who watches the market in a zealous, careful and attentive way, that bases his bid to the farmer on a uniform margin, and, at the close of the year wakes up to the fact that he has either lost money or just about played even, would I especially call attention to the fact, that there are other important matters to which he can well devote a few moments of his daily time.

That it is right and proper for the dealer to be informed as to the market condition and changes can not be denied, but to do so to the exclusion of all other vital information, is not only wrong, but frequently disastrous.

THE HANDLING OF GRAIN in the country elevator should always be on a CASH basis. What I mean by that is, the eliminating of all speculation as to whether the market is going to advance to a point that will enable me to get out on a bunch of wheat on which I overbid my neighbor.

Get down to business principals, and when you do you will be face to face with

this important question: WHAT MARGIN must I take on wheat, corn or oats to insure a reasonable compensation for the investment I have made and the hazard incident to this business?

The important question naturally follows, How in the name of common sense can a man come to the conclusion as to what margin he shall take who knows nothing of the costs in the business, who has waited yearly to see how he is "going to come out."

When I tell you that in the manufacturing world today 75% do not know what it costs to turn out a given part of the various units of finished products, you will not be surprised to know why there are so many failures. The above conditions, however, are very rapidly becoming corrected and the younger generation is looking into conditions from a Cost Accounting basis, throwing out those lines that do not show a profit, providing schedules that must be maintained, installing machinery that will increase production and decrease cost. I might tell you how the absolute cost is obtained on the various operations on the individual part, how, to the productive cost (productive materials and productive labor) is prorated the general overhead, thus effecting the Cost of Production, but the thing you are interested in, or should be at least, is—"what information is necessary, and what effect will or should that information have on my private business as a grain dealer?"

WHAT ARE COSTS? Cost, in its broadest sense would be all that is expended. Revenue, all that is received for that which was sold, and the difference is either a Profit or a Loss. That is the old honored form, gentlemen, and I daresay, some of you are practicing it at this very moment.

Costs in a manufacturing business, and what is true in a manufacturing way is also true in the grain business, are all but worthless unless they are *COMPARATIVE*.

What the grain man who handled 100,000 bushels of wheat, corn or oats last year through his elevator wants to know is, What has become of that \$5,000 to \$8,000 profit? All that grain was bot at 5 to 8c margin, and here I am with less than \$1,000 profit, when I should have had at least \$3,500. Gentlemen, did it ever occur to you to investigate where the profits go in a small way, and how a larger percent might be retained in a legitimate way?

TWO IMPORTANT FACTORS to contend with in the grain business are *EXPENSES* and *LOSSES*—losses pure and simple. What are the expenses that must be paid out of a 3c margin on which you are buying wheat?

LABOR, and this must include your own boys' time as well as the hired man, for is not the grain man worthy of his hire?

Fire and Tornado INSURANCE on elevator and stock, and this insurance on stock is largely "stored stock" on which you are furnishing the insurance and storage free.

INTEREST, on money invested in buildings and equipment, on borrowed

money that will permit you to make advances to pay the thrashing bill.

TAXES than which there is nothing more sure.

DEPRECIATIONS less repairs.

SUPPLIES, for both office and elevator.

POWER, HEAT AND LIGHT.

TELEGRAPH AND TELEPHONE, TRAVELING, possibly in an attempt to get a new grade on a car of "sure" 3 corn.

WEIGHT AND INSPECTION at the terminals, for yours are not correct, and, then when the market is bad and bids are few, with hope springing up within your breast, you consign a car, and when the returns finally come in, you find that other expense—Commission.

Is there anything else to come out of that 3c margin? Yes, the worst is yet to come: *LOSSES*, losses pure and simple. What are they? *ELEVATOR SHRINKAGE*, *TERMINAL SHRINKAGE*, *FAILURE TO GRADE*, and some of those advances on which you may also be paying interest, better known as *BAD ACCOUNTS*.

Are you satisfied to know that your costs are your total disbursements, your revenue the net amount received and your profit or loss the difference? You can not hope to improve these conditions unless you are willing to know just what the expenses are and just what you have sustained by losses apparently beyond your control.

All of the above expenditures and losses can be gradually improved upon by a proper classification of expenses and losses on a comparative basis.

IN THE GRAIN BUSINESS, as well as in the manufacturing business, you are still loading down that overworked and meaningless account, "General Expense." To this one account can more lack of information be traced than all others. It is a sort of private dumping ground to which is charged and credited all kinds and classes of expenditures and receipts, so that in the end its only redeeming feature is a *BALANCE* of so many dollars and cents that must go to the debit of profit and loss, forever carrying with it much that is of vital importance. Divide this account as it should be for the only place it has a right to exist is in the trading section of your final statement, and there only as a heading for the several accounts of expense to separate them from those other accounts of expense that have to do with the selling end of your business.

Chas. B. Riley, Secretary of The Indiana Grain Dealers Ass'n, sent out a letter asking for data on costs in handling the elevator in his state, and I dare say that a great number failed to furnish the same as it was not available; however, sufficient data was obtained and in March, 1911, Circular No. 2 was sent out to the Association Members.

I have before me a copy of that circular, and it says in part—"So much depends upon the cost of handling grain that we have endeavored to procure the information from a large number of *ACTIVE*, *PRUDENT* and *SUCCESSFUL* Grain men in this State and submit on the reverse side hereof a tabulated statement, which gives the average result taken from the books of a large number of grain dealers who keep their accounts in such a systematic manner that they *KNOW* what it has cost them for a number of years, and the same element of expense enters into the business of practically every grain dealer in this State, even if their books are not so kept as to reveal the infor-



mation. Read, compare with your own experience, criticise and report." And what does that report from a large number of ACTIVE, PRUDENT and SUCCESSFUL Grain men show? An average cost of 5.25c per bu. to handle wheat, 4.59c for corn and 4.53c for oats, and this on the basis of 100,000 bushels per year.

Now, in order for that average grain man to make \$1,000 clear of all expense, he must bid on an average of 6¼c for wheat, 5.59c for corn, and 5.53c for oats less than the average track bid.

Can this be done, is it being done, or is there something wrong with this tabulated statement? My own experience in the grain business would indicate from 3 to 4c was about the limit on contract wheat and at that I made a little money. That this tabulated statement is correct, there is but little doubt, but is the data from which this statement was made correct and reliable? The circular says that the data was furnished by men who know, then, if they were successful in business, it must follow that their business has been more or less speculative.

I have criticised this report from experience, and now desire to look at it from a technical Cost Accounting Standpoint.

First, it is incorrect to charge interest on working capital into Cost, as working capital is not invested for that purpose, but for profits or dividends. On this statement, you are charged with .240c per bushel, which I would eliminate. I would next call your attention to a charge of .291c per bushel for Upkeep on elevator and driveways, .357c per bushel for depreciations on elevator and machinery, a total of .648c per bushel. As a matter of costs, this is not only incorrect, but is misleading. Of all the items entered into costs, this matter of depreciation is least understood.

**DEPRECIATION:** To charge a fixed yearly depreciation into costs and then go ahead and make your repairs as they are needed, and charge this also into costs, is incorrect for two very good reasons—it makes your estimate of cost too high, and allows the ledger value of your property to become incorrectly stated. This is a very important thing, especially should you be so unfortunate as to have a fire.

Depreciation has been scientifically fixed on practically all kinds and classes of buildings and machinery. Your cleaners are rated at something like 20% per annum, and at this percent, five years will clean out this asset as a ledger value, but with ordinary common sense repairs, this cleaner will be doing faithful work at the end of ten or possibly fifteen years. I know that elevator Insurance people will tell you that your property is depreciating at from 10% to 20% per annum when you try to get much over 50% of the actual value in protection, but is this true? From 5% to 10% or an average of 7½% should be charged into costs, and this amount reserved for depreciation yearly, and then against this account reserved for depreciations should be charged the repairs and renewals giving you a yearly NET DEPRECIATION. Referring now to this tabulated statement, I would charge this total of 648/1,000c per bushel to 312/1,000c or a reduction of 336/1,000c, and this, with the 240/1,000c per bushel on working capital would reduce the original figures to a net cost of 4.676/1,000c per bushel on wheat. Is this figure still too high? Cannot the same be reduced by a legitimate charge for storage which you are now furnishing "free," and for which you are willing to charge into costs 6% on the average cost of property at a value of

\$8,050 or 483/1,000c per bushel on 100,000 bushels handled?

How about the 142/1,000c per bushel Insurance on Elevator and 87/1,000c per bushel Insurance on Stock, a total of 229/1,000c per bushel, while there is *no credit* for insurance on *stored wheat*? It is not my desire to reduce this charge as shown by the report of the Indiana Secy., but to call attention to the fact that you are paying out your profits and, on the basis of usual margins, you are forcing your business to a speculative basis for want of good business principles.

**ANOTHER MATTER** I would call to your attention, and that is the \$1.00 per thousand for fuel, oil and waste. I take it that this means power and supplies and I would just like to ask how many old fashioned steam plants are furnishing the motive power in the elevators today? Of the 365 days in the year, how many days have you failed to turn a wheel, how many did you just receive one load, necessitating of course getting up steam? All through the winter months must a fire be going to keep everything from freezing. Taking these things into consideration, you can reduce the cost for Power more than one-half and incidentally reduce your cost of Insurance by the installation of either natural gas, gasoline or electric power.

It is not my purpose to condemn the steam plant, but for your "off and on" power requirements it is entirely too expensive. There are a good many time and labor saving devices on the market that are past the experimental stage that should receive your careful consideration for the reduction of cost and the increase of profit.

**ELEVATOR SHRINKAGE:** Whose wheat is subject to the larger part of Elevator Shrinkage for which in Mr. Riley's report you are charged 647/1,000c per bushel? You can not well clean the farmers wheat for him and place it in a bin by itself, and when he gets ready to sell, weigh it and settle accordingly. No, but in order that you can store his grain for him free of charge and save yourself as much of that shrinkage as possible, you must sell this grain as it comes in and buy futures to protect your margin. If this is not done, you hold the grain, taking all the risk and absorbing all the loss. To know just what this shrinkage has cost you in profits will call forth better inspection of your receipts and this thing of buying chaff and water at 60 lb. to the bushel will at least be placed on a more conservative basis.

**TERMINAL SHRINKAGE,** as shown by this report, is but little more than ⅓ that of elevator shrinkage, still it costs 268/1,000c per bushel. How can this be improved? First, by better coöperation of cars. When you know in dollars and cents just what it has cost you in times past to load grain in any old kind of a car that may be at your door, you will be more particular to see that the car is put in first-class condition before the switch engine comes in. Did you ever see a grain man running along the side of a car with a stick in one hand and a bunch of waste in the other trying to stop a leak? Well, it is an old picture, whose cost would buy the choicest gems.

Proper coöperation will cut this figure down and the grain man who expects to file his claim against the railroad will find that his just claims will be given better attention if it is known that he does give close attention to the physical condition of the cars set on his track for loading. Re-

fuse a bad car once in a while—it will help some.

**DID YOU EVER** have any wheat, corn or oats that failed to grade? According to Riley's report it has cost 597/1,000c per bushel, and this has been sustained in excess to the discount received on purchases. A close analysis of this statement might prove startling. Have these successful men attempted to make everything grade or has it been the result of poor inspection of receipts, poor handling in the house, leaky roofs on cars in transit or a case of holdup by the terminal inspector? Something here is away off color for successful grain men purchase wheat, corn or oats that are not contract at a discount, but with all that there is still an average loss of almost 6/10c on every one of the 100,000 bushels handled. It is a matter that should receive your careful if not prayerful consideration.

**SUMMING** up the whole matter, what should be the result of applied cost Accounting in the grain business?

Better grading of grain, better handling in the elevator, cutting down of useless expense, better equipment, conducting your business on business principals, supplying insurance and storage at least at cost, establishing a margin that will yield a legitimate compensation for the effort, better coöperation of cars, and a demand for correct terminal weights and grades.

I have designed a set of three forms, which I believe will give the desired information. Taking everything into consideration these forms must of necessity be so simple and at the same time so comprehensive that they can be used by the average grain dealer with little friction in his set ways and all the information desired gathered together, so that at the end of the year he will have a complete analysis of his business. As I stated before, costs are all but worthless unless they are *Comparative*, for it is by comparison and analysis that results are obtained, consequently the oftener the comparison, the better the analysis and, with daily and a total to date information at hand, you will be in a better position to correct those items that represents profits wasted.

Keep your general accounts as you will, but get the information on these blanks and it will be a very simple matter for you to transfer the totals to the final statement of Trading and Profit & Loss account, which is stated in correct accounting form.

Mr. R. de Candolle, an official of the Buenos Aires Great Southern Railway, will sail from New York on the "Mauretania" this week. He has spent four and one-half months in this country and Canada, investigating our methods of handling grain at country and terminal stations, with the view of determining their adaptability to the needs of Argentine railroads. Mr. de Candolle came as the special representative of the Buenos Aires Great Southern Railway, the Buenos Aires Western and the Central Argentine Railways, all of whom are in need of better facilities for handling grain. These roads are preparing to build for the future, when Argentine tenants shall have been succeeded by real farmers, and the character of freight shipped from each station is placed on a more stable basis than at present. Mr. de Candolle investigated every problem connected with grain handling and carefully considered its bearing on the conditions existing in his own country, and collected much literature on the subject.





## OMAHA THE GRAIN DEALERS MECCA.

BY E. V. PARRISH.

From an Indian trading post where the presumptuous white man fought with the wily redskin for his rights sixty years ago, to a metropolitan city, decked out with skyscrapers, busy manufacturing houses, and the accompanying industries is the most remarkable development of Omaha, Neb., which has the honor of entertaining the annual convention of the Grain Dealers National Ass'n, Oct. 9-11.

Situated in the very heart of the great corn belt, and with its railroads branching out in every direction like the tentacles of the giant octopus, Omaha is particularly well situated to afford a vantage ground for the National Ass'n in its efforts to extend its organization and to draw from those sections which have heretofore neglected to align themselves with it.

That the association is not going to be disappointed in its most sanguine hopes is assured, for it is certain that more than 700 grain dealers will congregate in Omaha.

Realizing the honors and the resulting advantages which the visit of the grain men mean, the residents of the city and of the state have joined in their efforts to make the coming meeting the banner one in the history of the organization. In true western style, the Nebraskans will entertain the visitors as they have never been entertained before.

Nebraska's farms produce more than \$400,000,000 each year, while its cities turn out half as much manufactured products.

Of its total acreage, only about two-fifths are under cultivation, which are responsible for the annual output. With three-fifths still to be worked, the possibilities of Nebraska are second to none of any state in the Union.

Despite the fact that the climatic conditions of the state are not ideal for corn growing, its altitude being a trifle too high, the state is the third in rank. From an average of 6,000,000 acres, during the past ten years, an average annual crop of 200,000,000 bushels has been gathered.

Situated on the eastern edge of the state and guarding the great middle west with the keenness of a tiger, is the city of Omaha, with a population of nearly 130,000 souls, alive to the possibilities of the state.

A metropolitan city in every respect, with up-to-date hotels, public buildings, many of which cost a million of dollars, a school system, perfect in every detail, public parks that afford recreation places for the residents and the great multitude of visitors, who annually visit the city; with

a boulevard system of thirty-seven miles, which connect the natural parks, and with railroad facilities, which accommodate every section, its residents can well be proud of the gateway to the west.

The name Omaha, of Indian origin, means go ahead. The Mahas, a band of Indians, from which the city derived its name, left the valley of the Sioux and pipe stone country in Minnesota, "going ahead of the great Sioux nation and other tribes." They settled in Nebraska, and from that band came the Omaha tribe of Indians and the naming of the city. The city has lived up to the name in every respect.

Such is the city that will welcome the grain men during October. Visitors will know what western hospitality means after they have honored the city with a visit.

The visiting ladies are to be well taken care of by the ladies of Omaha. Receptions are to be held in their honor and they are to be taken on several automobile rides to places of interest in and around the city. They will also be driven over the forty miles of boulevards which are the pride of the Nebraska metropolis.

St. Louis and New Orleans are both reported to be after the next annual meeting of the National Ass'n.

## Cobs

Buckwheat exported during the year prior to July 1 amounted to only 223 bus., compared with 158,160 bus. exported during the previous year, as reported by O. P. Austin, chief of the Bureau of Statistics.

Macaroni makers and those who grind a certain granular flour which is in demand in a few foreign markets can and do use goose durum wheat to advantage. This trade is a specialty of limited extent, similar to the rye or buckwheat demand.—*Northwestern Miller.*

Recent dispatches from Manila report a rice famine threatening the Philippines. The price is already above all previous records and advancing by leaps, and the supply on hand is very limited. Fearing an extended famine, Indo-China and Siam have prohibited the exportation of rice.

Millers of Kansas and other employers are considering the formation of a strong mutual company to cover the risks brot about by the new workmen's compensation law. A. F. Sherman, of Kansas City, is one of the leaders in the movement and has held several conferences recently in relation to it.

Agricultural engineers of the Lehigh Valley R. R. planned to demonstrate the value of dynamite as an aid to agriculture, at Wyalusing, Pa., this month, as part of a general educational campaign among farmers. The field selected has a hard clay sub-soil making drainage difficult. The plan was to blow this sub-soil up with dynamite to demonstrate its advantages over the old ditching machine methods.

Drouth and black rust has resulted in the production of much grain which is unfit for three millers' use. No doubt it could be used by the mixers, but there is such a bountiful supply of it that much must find some other outlet. A sample recently received from Glenwood, Minn., was submitted to wheat traders on the Chicago Board, and all were agreed that it was unfit even for chicken feed, because it was so small, a chicken would be completely worn out before he could pick up a meal.

## TENTATIVE PROGRAM Grain Dealers National Ass'n.

MONDAY, OCT. 9, 1911.

Morning Session, 9:30 a. m.

Invocation—Rev. Thomas J. Mackay, pastor of All Saints Episcopal church, Omaha.

Address of Welcome on Behalf of the City—Hon. James C. Dahlman, mayor of Omaha.

Address of Welcome on Behalf of the Omaha Grain Exchange—Mr. N. B. Updike, president.

President's Address—E. M. Wayne, Delavan, Ill.

Report of Executive Committee—J. W. McCord, chairman, Columbus, O.

Secretary-Treasurer's Report—John F. Courcier, Toledo, O.

Appointment of Committees.

Afternoon Session, 2:30 p. m.

Report of Committee on Membership—Charles Rockwell, chairman, Mount Vernon, N. Y.

Report of Committee on Arbitration—Adolph Gerstenberg, chairman, Chicago, Ill.

TUESDAY, OCT. 10, 1911.

Morning Session, 9:30 a. m.

Report of Committee on Telephone and Telegraph—Edward Beatty, chairman, New York, N. Y.

Report of Committee on Legislation—A. E. Reynolds, chairman, Crawfordsville, Ind.

Report of Committee on Crop Reports—Fred. Mayer, chairman, Toledo, O.

Report of Committee on Trade Rules—H. E. Halliday, chairman, Cairo, Ill.

Afternoon Session, 2:30 p. m.

Report of Committee on Natural Shrinkage—W. M. Bell, chairman, Milwaukee, Wis.

Report of Committee on Bill of Lading—Charles England, chairman, Baltimore, Md.

Report of Committee on Uniform Grades—John M. Dennis, chairman, Baltimore, Md.

WEDNESDAY, OCT. 11, 1911.

Morning Session, 9:30 a. m.

Report of Committee on Publication of Arbitration Decisions—H. S. Grimes, chairman, Portsmouth, O.

Report of Committee on Transportation—A. G. Tyng, chairman, Peoria, Ill.

Report of Committee on Demurrage—Geo. D. Montelius, Piper City, Ill.

Report of Hay and Grain Joint Committee—P. E. Goodrich, chairman, Winchester, Ind.

Afternoon Session, 2:30 p. m.

Reports of Special Committees.

Unfinished Business.

Election and Installation of Officers.

Adjournment.

## Chief Inspectors Will Meet.

*Grain Dealers Journal:* The current annual meeting of the Chief Grain Inspectors' National Ass'n will be held in Omaha, Neb., Oct. 9, 10 and 11, 1911. Very respectfully yours, Alfred Anderson, Sec'y, Buffalo, N. Y.

On Monday night, Oct. 9, there will be a theatre party given for the visitors to the convention; on Tuesday night a big banquet has been arranged, where wine will flow like water; Wednesday afternoon will be devoted to sight-seeing, when the Grain Dealers will be given a drive all over the city.—E. V. Parrish, Mgr. Bureau of Publicity.



## THE SPIRIT OF THE NATIONAL Ass'n.

BY CHARLES QUINN.

The crest and crowning of all good,  
Life's final star—is Brotherhood.

This beautiful sentiment, so poetically expressed by Edwin Markham, ought to be adopted by the Grain Dealers' National Ass'n as its motto because it typifies, as perhaps do few other couplets in the English language, the crowning glory of the work of the organization.

"Why was it established, What caused its growth and How did it come that it had a history?"

As I think of these things, Edwin Markham's couplet comes to mind—the two little lines that mean so much and that end in the wonderful word—Brotherhood.

Here then is the secret of it all—the real story behind the Association, the explanation of those struggling tides of life that seem so wayward and aimless, but which are really only eddies in the stream that rolls on and on to its appointed end.

The establishment, growth and history of the Grain Dealers' National Ass'n cannot be told in figures, nor reviewed in physical terms; they cannot be put together in a table showing material benefits, for underlying them is something deeper, something subtler, something profounder than a mere record of deeds done.

"There are more things in heaven and earth, Horatio, than are dreamed of in your philosophy," said Hamlet to his friend, and in following that that one cannot resist the temptation to add: "And there are more things in the history of a business association than the mere abatement of trade abuses."

The Grain Dealers' National Ass'n was as inevitable as was the falling to the ground of the apple when it left the branches of the tree. The law that brot it into life is just as immutable as is the law of gravitation, for men do not live in breaths but in thots, nor do they live in years but in hopes and aspirations.

Through all this changing world of changeless law the beacon light of Brotherhood has ever shone. Sometimes it burned brightly, again the flame just flickered, but the light has never gone out. In the past quarter of a century it has burned brighter than ever until today it has almost driven out the darkness and is blazing in the heavens like the noon-day sun.

It is, then, not mere fancy when I choose to say that the title to this article might be epitomized into one word—Brotherhood, for the law of association is the law of brotherhood.

I might go into a long dissertation on the chaotic condition of the grain trade in 1896, when a few men—about fifty of them—met at the Saratoga hotel in Chicago and formed the nucleus of what is now the Grain Dealers' National Ass'n; I might expatiate on the material benefits that have come to the members of the organization through their connec-

tion with it; I might point out the utter lack of business morality that prevailed in the trade; I might show how most of the grain dealers practiced the then prevailing cut-throat methods of unscrupulous competition and I might exhibit the ugly fact that every grain man regarded every other one as an enemy towards whom it was proper to practice trickery, cunning and deception.

But after I had done all that and had proven that these practices had, because of the work of the Association, been abandoned, I would not have answered the eternal question of "Why?"

Materialism alone will not answer it; neither will the barren philosophy of self-interest. Men may band together against the common enemy who might be the foreign invader, or the wild animal, or the unscrupulous tradesmen, but as soon as the danger is past they disperse—unless in their association with one another they have been touched by the divine finger of brotherhood—and then they become consecrated to an ideal.

Before Man made us citizens great Nature made us Men, said Lowell, and back of your membership in the Grain Dealers' National Ass'n is your universal manhood, your natural craving for the friendly handclasp of a brother, your desire to be on good terms with the whole world, including your competitor.

Why has the Association a history, why do so many of its members love it, sacrifice their time and money for it, fight its battles without hope of reward, serve without pay on its committees? Because they want to keep their souls from becoming rusty!

The world knows little or nothing about its greatest men. They work quietly and shun the limelight. Some of these silent heroes are in the Association. They have been inspired by the star of brotherhood which is in their pathway to light them through the desert places. They understand the Association; they have gained its secret, for through its agency love has come into their lives, took up the harp of life and smote upon the chord of self, making it pass in music out of sight.

No man can ever hope to get benefit from the Association unless he understand its philosophy. He needs must go deeper than dollars and cents; he must learn to fight life with hope and high purpose and think in terms of love and not money. He must know that through the ages one increasing purpose runs; that this narrow isthmus which we call life lies between two boundless seas—the past and future—one peopled with victims of greed, the other whispering to us the grateful earnest of eternal peace.

The grain trade had no trade rules fifteen years ago, nor anything like uniformity in the grading of grain. Arbitration was but a shadowy dream-child in the brains of the Association's founders. It was something to work for, something that would bring the race a step nearer to happiness and away from friction.

Today this great trinity of reforms has been effected as have many others, yet

the men who brot them about have not disbanded, but on the contrary they are working to make the Association stronger than ever.

Why?

Is it just because the members wish to keep what they have and to get more? If that were the sole reason the organization would never have had a history, never have had arbitration, trade rules, uniform grades, would never have entered into a spirit of co-operation with the railroads, would never have taken up the work of assisting the state agricultural colleges in the scientific breeding of grain, would never have become interested in increasing the cereal production of the country through irrigation and dry farming. The railroads would not now be policing their terminal yards to prevent the operation of grain thieves and there would be no general supervision of weights.

Each man builds his own mental and moral stature, and each day he adds or takes away from it. The Grain Dealers' National Ass'n has added many inches to the stature of its members by the simple act of bringing them together and teaching them the meaning of Brotherhood and Co-operation; it has shown them that the law of Self reduces men to the estate of dumb, driven cattle and will never make them heroes in the strife. No man can be really big and happy until he has dedicated his life to the principle of service to others.

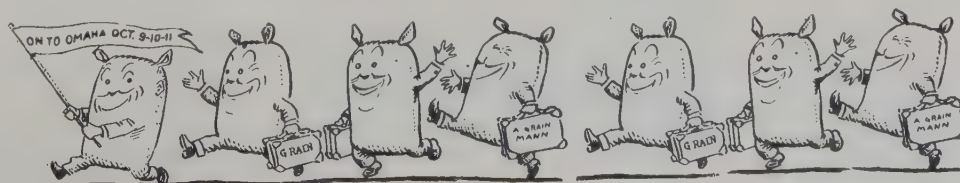
October 9, 10 and 11 next members of the Association will leave their business at a cost of time and money and travel hundreds of miles to attend the annual convention of the organization at Omaha, and for what purpose?

To meet the other grain men with whom they have been doing business for a year, to clasp their hands, to give expression to that innate longing for something higher and nobler and better than the mere making of money. They want to show that they would rather love than hate, rather live in harmony than discord, rather help their competitor than injure him. They want to feel with Kipling that life is sweet if our aims be high and our motives pure, so that when their business careers are drawing to a close and the shades of night are falling they may exclaim with the poet: "God, be thanked—whatever comes after, I have lived and toiled with men."

## IMPORTS AND EXPORTS OF BEANS.

Beans and dried peas amounting to 1,037,371 bus. were imported during the year prior to July 1, compared with 1,015,157 bus. imported during the previous year.

We exported during the year prior to July 1, 288,638 bus. of domestic and 18,497 bus. of foreign origin against 365,721 bus. of domestic and 65,267 bus. of foreign origin exported in the year prior to July 1, 1910, as reported by O. P. Austin, chief of the Buro of Statistics.





The U. S. Dept. of Agriculture reports the acreage compared with 1910 and the condition Sept. 1, 1911, and Sept. 1, 1910, of clover for seed to have been as follows:

Indiana: acreage, 54%; condition, Sept. 1, 1911, 74%; Sept. 1, 1910, 71%.

Ohio: ac., 53%; con., 65 and 63%.

Illinois: ac., 65; con., 73; con., 84.

Wisconsin: ac., 60; con., 75; con., 77.

Michigan: ac., 70; con., 71; con., 79.

Missouri: ac., 60; con., 55; con., 90.

Kansas: ac., 75; con., 70; con., 89.

Pennsylvania: ac., 55; con., 55; con., 80.

Iowa: ac., 55; con., 70; con., 83.

California: ac., 90; con., 92; con., 98.

Colorado: ac., 100; con., 70; con., 86.

Kentucky: ac., 70; con., 75; con., 85.

New York: ac., 90; con., 72; con., 84.

Tennessee: ac., 75; con., 74; con., 85.

Maryland: ac., 85; con., 70; con., 80.

Nebraska: ac., 70; con., 67; con., 88.

Virginia: ac., 74; con., 62; con., 79.

Wyoming: ac., 100; con., . . .; con., . . .

Alabama: ac., . . .; con., . . .; con., 93.



Arkansas: ac., 90; con., 75; con., 89.  
 Arizona: ac., 90; con., ...; con., ...  
 California: ac., 90; con., 92; con., 98.  
 Delaware: ac., 80; con., 75; con., 80.  
 Georgia: ac., 90; con., 90; con., 85.  
 Idaho: ac., 100; con., 95; con., 94.  
 Louisiana: ac., ...; con., ...; con., 98.  
 Maine: ac., 100; con., ...; con., ...  
 Massachusetts: ac., 100; con., ...; con., 90.  
 Minnesota: ac., 55; con., 50; con., 65.  
 Mississippi: ac., 60; con., 74; con., 94.  
 Montana: ac., 125; con., 100; con., 84.  
 New Hampshire: ac., 100; con., 100; con., 102.  
 New Jersey: ac., 80; con., 70; con., 90.  
 New Mexico: ac., 100; con., ...; con., ...  
 North Carolina: ac., 80; con., 70; con., 88.  
 North Dakota: ac., ...; con., ...; con., 83.  
 Oklahoma: ac., ...; con., ...; con., 91.  
 Oregon: ac., 90; con., 92; con., 84.  
 South Carolina: ac., ...; con., ...; con., 87.  
 South Dakota: ac., 75; con., 75; con., 82.  
 Texas: ac., 75; con., 75; con., 77.  
 Vermont: ac., 70; con., 81; con., 100.  
 Washington: ac., 100; con., 97; con., 94.  
 West Virginia: ac., 64; con., 60; con., 85.  
 The acreage of the entire United States and the condition Sept. 1 and Sept. 1, 1910, has been placed at 63%, 68.5% and 78%.

## Condition of Buckwheat by States.

The Dept. of Agriculture reports the condition of buckwheat Sept. 1, 1911, and Sept. 1, 1910, to have been as follows:

New York, Sept. 1, 1911, 82; Sept. 1, 1910, 82.  
 Pennsylvania, 1911, 87; 1910, 83.  
 Michigan, 75; 75.  
 Maine, 93; 94.  
 West Virginia, 75; 76.  
 Virginia, 75; 90.  
 New Jersey, 81; 78.  
 Ohio, 83; 69.  
 Wisconsin, 89; 66.  
 Vermont, 93; 94.  
 Delaware, 85; 85.  
 Illinois, 70; 87.  
 Indiana, 80; 81.  
 Iowa, 75; 76.  
 Kansas, 65; 85.  
 Massachusetts, 89; 90.  
 Maryland, 84; 80.  
 Minnesota, 84; 65.  
 Missouri, 75; 85.  
 New Hampshire, 93; 90.  
 North Carolina, 72; 85.  
 Tennessee, 79; 90.

The condition in the entire United States Sept. 1 and Sept. 1, 1910, was placed at 83.8% and 82.8%, respectively.

## From the Seed Trade.

Helms Seed Store, Janesville, Wis.: We do not know of any clover seed, alsike, alfalfa or blue grass that has been saved for seed in this section. Timothy is an average crop. We have been buying about as much as usual. Scarcely any seed was carried over from last season.

Wood, Stubbs & Co., Louisville, Ky.: We are not in the section that produces clover and timothy seed. Orchard grass crop this year is considerably larger than last year, but is a short crop in other countries, and we anticipate higher prices. Blue grass turned out to be much shorter, and on the clover crop the prices are higher than ever known before for 25 years.

A. E. McKenzie Co., Winnipeg, Man.: The grass seed and clover crops in Western Canada during the past season have been quite the average. The acreage of timothy, western rye grass and brome grass seed is increasing each year. As for clovers, such as alfalfa, alsike and red clover, the farmers in this country are just beginning to become interested and we look forward to the seeding of increased areas each year, particularly from this time forward. Blue grass is not sown here, excepting for lawns. It is difficult to divert the farmers from wheat growing, and to take more interest in what might be termed the finer arts of agriculture. As the country becomes older there will be a considerable change in this respect.

L. L. Olds Seed Co., Madison, Wis.: The crop of red clover and alsike seed in

Wisconsin this year is very much smaller than usual. In fact, there is hardly any red clover. The amount of timothy seed has turned out to be larger than was expected. The extremely high price probably induced many farmers to leave fields for seed that ordinarily would have been cut for hay. Farmers have been selling seed freely but some are holding. No alfalfa or blue grass seed is grown in Wisconsin. No stock to speak of any of the varieties of seed mentioned has been carried over from last season, and prices on all for the coming season will rule high.

## SEED TESTING LABORATORY for the Trade.

The need of a laboratory at a central point for the impartial testing of seeds has steadily become more apparent to the trade and the establishment of such an office was advocated at the last convention of the American Seed Trade Assn. Prompted by leading officials of the Ass'n, who have extended satisfactory guarantees of support the establishment of a seed testing laboratory was undertaken by the Seed Trade Reporting Bureau and the work of testing seed for the trade and the public began this week at its Chicago office.

The seed testing department will be conducted by James E. Benedict, Jr., who arrived last week from Washington and has been engaged in setting up the apparatus. Mr. Benedict, a portrait of whom is reproduced herewith, is 26 years of age, a native of Washington, a graduate of the Biltmore School of Forestry, and for three years was employed in the Bureau of Plant Industry Seed Laboratory at Washington, where he had a thorough training in seed testing.



Jas. E. Benedict, Jr., Chicago, Ill.

When the state of Virginia last year inaugurated seed testing to enforce the new pure seed law Mr. Benedict was engaged to establish the laboratory and took charge of the Virginia Station. He has also assisted in the establishment of private laboratories for seed firms and aided them in adopting standard and uniform methods.

The charges for tests of germination or purity will be reasonable and graded according to the kind of seed and the time consumed in making the tests. Mr. Benedict having the records of hundreds of tests and of the time consumed in making them, by which to formulate the schedule of charges. It is the aim to make the testing laboratory an impartial arbiter between buyer and seller. On samples received in the morning report will be made the same day, and by wire if desired.

All samples submitted for testing will be preserved for one year so that a re-test may be obtained at any time. Samples for testing should be from 2 oz. up, according to the kind of seed.

## Condition of Millet Seed.

The condition of millet for seed Sept. 1 was reported by the Dept. of Agriculture to be as follows: Alabama, 87; Arkansas, 84; Colorado, 62; Connecticut, 80; Georgia, 85; Illinois, 80; Indiana, 75; Iowa, 75; Kansas, 55; Kentucky, 72; Louisiana, 80; Maine, 91; Maryland, 75; Massachusetts, 89; Michigan, 82; Minnesota, 88; Mississippi, 88; Missouri, 70; Montana, 85; Nebraska, 70; Nevada, 102; New Hampshire, 91; New Jersey, 85; New York, 86; North Carolina, 75; North Dakota, 85; Ohio, 87; Oklahoma, 63; Pennsylvania, 87; South Carolina, 68; South Dakota, 68; Tennessee, 81; Texas, 55; Utah, 80; Vermont, 83; Virginia, 70; West Virginia, 66; Wisconsin, 90; Wyoming, 75. The average condition for the whole United States was placed at 69.5%.

## Condition of Alfalfa for Seed.

The condition of alfalfa for seed in the various states Sept. 1 was reported by the Dept. of Agriculture to be as follows: Alabama, 88; Arizona, 94; Arkansas, 84; California, 99; Colorado, 84; Delaware, 87; Georgia, 85; Idaho, 97; Illinois, 86; Indiana, 85; Iowa, 73; Kansas, 68; Kentucky, 80; Louisiana, 88; Maryland, 76; Michigan, 95; Minnesota, 78; Mississippi, 83; Missouri, 75; Montana, 85; Nebraska, 70; Nevada, 102; New Jersey, 89; New Mexico, 90; New York, 86; North Carolina, 75; North Dakota, 77; Ohio, 85; Oklahoma, 66; Oregon, 96; Pennsylvania, 89; South Carolina, 70; South Dakota, 68; Tennessee, 82; Texas, 66; Utah, 85; Virginia, 75; Washington, 95; West Virginia, 80; Wisconsin, 77; Wyoming, 95. The condition for the United States was placed at 86.6%.

## EXPORTS OF BREADSTUFFS.

Dupring the eight months prior to Sept. 1 we exported 3,038,203 bus. of barley, 46,854,262 of corn, 1,386,894 of oats, 221 of rye and 18,051,630 bus. of wheat; compared with 1,771,652 bus. of barley, 24,880,490 of corn, 1,350,218 of oats, 17,157 of rye and 11,364,135 bus. of wheat exported in the corresponding period of last year.

The total value of breadstuffs exported in the eight months prior to Sept. 1 aggregated \$78,785,631, against \$54,841,745 worth exported in the same months of 1910, as reported by O. P. Austin, chief of the Bureau of Statistics.

During the fourth International Good Roads Congress in session in Chicago last week, resolutions were adopted authorizing the chairman to appoint a committee of one from each state to assist in obtaining "uniform legislation in the several states for the employment of convicts in road construction."



# Grain Trade News

## ARKANSAS.

Little Rock, Ark.—The grain committee of the Board of Trade, at its meeting Sept. 6, adopted the following rules: Kiln dried corn shall take the same grading as natural corn except that it shall be inspected as kiln dried and so noted on certificate of inspection. When grain and hay do not grade up to and in accordance with contract of sale it shall be at buyer's option to accept same at an agreed difference of price or he may reject same and buy in for account of sellers to fill contract or cancel. The Munn Corn Products Co. and W. D. Swaim of the Hayes Grain & Commission Co. were elected members of the grain committee. It was decided to overhaul the rules generally. Chairman Dan Daniel will prepare a new set for submission to the committee. He notified the members that he would begin work at once on the new rules entire and that as soon as possible proof sheets would be submitted to them.

## CALIFORNIA.

San Francisco, Cal.—The Merchants Exchange has been merged with three other organizations to form the San Francisco Chamber of Commerce.

Los Angeles, Cal.—The Fisher Flouring Mills Co. has purchased 400 ft. of frontage on the inner harbor, on which it will erect a large eltr. and storage sheds to cost about \$200,000. The site is valued at \$100,000.

Los Angeles, Cal.—The Germain Seed & Plant Co. filed suit in superior court, Sept. 11, against the Pacific Coast Steamship Co. for \$7,659 for goods damaged, that belonged to this and other companies which assigned their claims to the Germain Co. in that amount.

## CANADA.

Ardath, Sask.—Moses & Hackman are building an eltr.

Winnipeg, Man.—The Manitoba Government Eltr. Commission reports heavy deliveries of grain.

Morse, Sask.—The Board of Trade has made inducements and the Saskatchewan Western Eltr. Co. will build an eltr. here.

Esterhazy, Sask.—I am now located at this point.—J. G. Lounsbury, former agt. G. W. Van Dusen & Co. at Vayland, S. D.

Winnipeg, Man.—The number of government-owned eltrs. in Manitoba has been increased this year by 60 new or remodeled houses.

Kindersley, Sask.—The British North American Eltr. Co. is considering building a house here. O. G. Alderson has erected a small eltr.

Namaka, Alta.—I am agt. for the National Eltr. Co. at this point.—A. E. Odegaard, formerly with same company at Marmarth, N. D.

Toronto, Ont.—The recently organized Ontario Eltr. Co., Ltd., has started construction on a 200,000-bu. concrete eltr. on the water front.

Rosthern, Sask.—The C. C. Turner Eltr. Co. will erect a 40,000-bu. house on the new siding built by the C. N. six miles north of this point.

Montreal, Que.—The Harbor Commission has ordered a Hess Drier to be installed in the plant now being constructed by the John S. Metcalf Co.

Winnipeg, Man.—Figures compiled by the Board of Trade show that 84,478,875 bus. of wheat and 21,962,100 bus. of oats passed thru Winnipeg railroad yards in the crop year ended Aug. 31, compared with 88,269,330 bus. of wheat and 30,338,900 of oats in the previous year.

Strome, Alta.—The West Coast Eltr. Co. has opened its house here for the season; the Alberta Pacific Eltr. Co. also, as W. C. Kern, mgr., has returned from his vacation.—Wm. Mohler, Mohler Eltr. Co.

Winnipeg, Man.—On retiring from the management of the Grain Growers Grain Co. recently, A. M. Blackburn was presented by the company and staff with a handsome French clock suitably engraved.

Regina, Sask.—The Saskatchewan Co-op. Eltr. Co. has let the contract for the erection of four 40,000-bu. eltrs. and ten 30,000-bu. eltrs. Three of the contracts were let to Emil Gordon and six to O. L. Hickok & Son.

Port Arthur, Ont.—The Canadian Northern Ry. Co. will double the capacity of its terminal eltr. system here, now 7,000,000 bus., at a cost of about \$2,000,000. These eltrs. are operated under lease by the Peavey Grain Co.

Medicine Hat, Alta.—The plant of the Alberta Linseed Oil & Paint Co. can soon be put in operation. It has a daily capacity of 700 bus. or 1,400 gallons of oil. It is estimated it can draw on a crop of 750,000 bus. within a radius of 40 miles.

Montreal, Que.—A committee from the Corn Exchange Ass'n reported to Pres. G. W. Stephens of the Harbor Commission, Sept. 13, that local grain merchants objected to the increase of storage rates recently decided on by the Montreal Harbor Board. The harbor authorities had announced that after Sept. 15 storage charges for grain in local eltrs. would be increased. The 20 days free storage that had been allowed was reduced to 10 and at the end of the 10 days 1/20c per bu. per day is to be charged.

Winnipeg, Man.—At the annual meeting of the Winnipeg Grain Exchange, Sept. 13, the following officers and committees were elected: Donald Morrison, pres.; Andrew Kelly, vice pres.; C. N. Bell, sec'y-treas. Council—H. T. Swart, G. R. Crowe, C. Tilt, A. D. Chisholm, G. V. Hastings, H. N. Baird, W. L. Parrish, F. N. McLaren, S. T. Smith, A. K. Godfrey, A. C. Ruttan. Committee on Arbitration—H. N. Baird, S. Spink, A. R. Hargraft, John Fleming, C. Tilt, F. N. McLaren, A. D. Chisholm. Committee on Appeals—S. P. Clark, W. A. Black, S. A. McGaw, Thomas Thompson, W. J. Bettingen and W. E. Milner.

Winnipeg, Man.—At a meeting of the council of the Winnipeg Grain Exchange, Sept. 11, the following resolutions were passed providing for contract grades: 'Resolved, That No. 1 Manitoba Northern wheat be the contract grade of wheat for the season 1911-1912, with the privilege of delivering No. 1 Manitoba hard wheat on contracts at 1c premium over No. 1 Manitoba Northern wheat, with the privilege of delivering No. 2 Manitoba Northern wheat on contracts at 3c discount under No. 1 Manitoba Northern wheat, and except as herein hereafter provided the privilege of delivering No. 3 Manitoba Northern wheat on contracts at 10c discount under No. 1 Manitoba Northern wheat. Provided: That on and after the 1st day of October, 1911, contracts made for delivery on or after the 1st day of January, 1912, shall be designated as 'old style contracts' or 'new style contracts.' On 'old style contracts' No. 3 Manitoba Northern wheat may be delivered at 10c discount under No. 1 Manitoba Northern wheat. On 'new style contracts' No. 3 Manitoba Northern wheat may be delivered at 8c discount under No. 1 Manitoba Northern wheat. Resolved, That No. 2 Canadian Western oats be the contract grade of oats for the season 1911-1912, with the privilege of delivering on contracts higher grade oats.'

Winnipeg, Man.—A new feature of the Winnipeg Grain Exchange permits Alberta red winter wheat to be traded on the floor on the basis of its intrinsic value and these quotations will be regularly posted.

Stockholm, Sask.—The Saskatchewan Co-op. Eltr. Co., organized by assistance of the Saskatchewan government, has purchased three additional eltrs., two from the International Eltr. Co. here and at Tantallon and the Farmers Eltr. at Cupar.

Rathwell, Man.—Shareholders of the Farmers Eltr. Co. recently passed the following resolution: 'It is the opinion of the shareholders of the Rathwell Farmers Eltr. Co., Ltd., that non-taxation of government-owned eltrs. thruout the municipality of South Norfolk is unfair to them as a local grain shipping firm and unfair to the municipality generally that the government-owned eltrs. are free from taxation.'

## COLORADO.

Denver, Colo.—The Westman Commission Co. has installed head pulleys, belts, and boots furnished by the York Foundry & Engine Works.

Denver, Colo.—A fire early in the morning of Sept. 13 destroyed the storehouse of the White-Bower Feed & Grain Co.; loss on stock and building, \$40,000, partly insured.

Colorado Springs, Colo.—A recent fire in the eltr. and warehouse of the Seldomridge Grain Co. caused a loss of about \$15,000; this has been adjusted with the insurance company and repairs and improvements are being made by G. H. Birchard who built the eltr.

## IDAHO.

Market Lake sta., Roberts p. o., Ida.—The Deahl Bros. Eltr. Co. has rented the Whitlatch Eltr.—L. T. Deahl, mgr. D. Bros. Eltr. Co., Roberts, Ida.

Kendrick, Ida.—The Kendrick-Rochdale Co. has built an addition to its warehouse, 50x40 ft., and had it piled with grain before the roof was all on. It does the largest grain business at this point.—Agt. Vollmer-Clearwater Co.

Potlatch, Ida.—We operate a grain and hay warehouse here and at Harvard, Deary and Avon, Ida., all on the Wash., Ida. & Mont. Ry. and no other houses at those points; also a house at Wellsley, Ida.—Mark P. Miller, proprietor Moscow Flour Mills, Moscow, Ida.

## ILLINOIS.

East St. Louis, Ill.—The Dixie Warehouse Co. has been dissolved.

Edgewood, Ill.—John Lieb & Son will build an eltr. 60x100 ft. and 60 ft. high.

Bushnell, Ill.—Eltr. of George Long, burned Sept. 3, will probably be rebuilt.

Nashville, Ill.—The Hergeley Mill Co. will install a Hall Signaling Grain Distributor in its eltr.

Alexis Jct. sta., Alexis p. o., Ill.—The Farmers County Line Eltr. Co. has opened its new eltr.

Mattoon, Ill.—The J. S. Ashbrook Co. has succeeded us and we are out of the grain business.—The Mattoon Grain Co.

Andres sta., Peotone p. o., Ill.—Charles Scheer has been employed as a bookkeeper for the Truby Grain Co. at this station.

Roanoke, Ill.—John P. Wrenn, who recently transferred his eltr. to his son Robert F., has retired from the grain business.

Hillview, Ill.—V. C. & Trave Elmore are installing a new 40-h.p. Otto Gasoline Engine and an automatic scale in their plant here.

Buffalo, Ill.—We will probably put in some facilities at this point where our eltr. burned last year.—E. R. Ulrich & Sons, Springfield, Ill.

Lerna, Ill.—Grant Bean of Mattoon has bot the eltr. here which W. E. Ashbrook recently purchased. It formerly belonged to W. D. Snowden.



Cabery, Ill.—Albert Harquest from Chatsworth has succeeded George Collins, resigned, as mgr. for the Kempton Farmers Eltr. Co. at this point.

Middletown, Ill.—The plant under construction by McAllister & O'Connor for the Farmers Eltr. Co. was struck by lightning in a recent storm and slightly damaged.

Normal, Ill.—C. O. Swift, who leases the eltr. Humphrey Bros. recently purchased from Mrs. McCracken, will build an eltr. to be completed by the time his lease expires Jan. 1.

Sheffield, Ill.—B. S. Williams & Co. are having their eltr. remodeled and enlarged to a capacity of 15,000 bus. The Burrell Engineering & Construction Co. is doing the work.

Parnell, Ill.—We are remodeling our eltr., fixing over bins, putting on new roof and installing a dust cleaner; expect to have it in first class condition by November.—E. P. Armstrong & Son.

Atwater, Ill.—We have bot the 50,000-bu. eltr. of G. W. Switzer and operate it under the name of the G. W. Barnett Grain & Mer. Co., the only eltr. and grain buyer here.—G. L. Barnett, mgr.

Springfield, Ill.—We will again operate our eltrs. that have been leased to E. R. Talbott, began Sept. 20, and will probably combine a brokerage business with our eltrs.—E. R. Ulrich & Sons.

Burgess sta., Alexis p. o., Ill.—B. L. Christy, whose headquarters are at Viola, Ill., has built an up-to-date eltr. at this station on the R. I. & Sou., an electric line running from Monmouth to Rock Island.

German Valley, Ill.—The H. A. Hillmer Co. will replace a shingle roof on a part of the elevator here with new iron, the drive-way and seed-house will also be protected with the same material.—T. J. Cordes, mgr.

Pontiac, Ill.—At the recent annual meeting of the Pontiac Farmers Grain Co. a resolution was passed directing the discontinuance of storing grain in the company's eltrs., as "one of the worst features of the eltr. business."

Bloomington, Ill.—The J. E. Hawthorne Grain Co. has filed suit in assumpsit against the German Alliance Insurance Co. for \$2,000 damages on an insurance policy which, it is alleged, the defendant corporation failed to settle.

Aurora, Ill.—J. P. and R. C. Sheets, sons of John Sheets, and A. Ebenbauer, his son-in-law, bot out his business Sept. 1, and operate under the name of the Aurora City Mills Co. Mr. Sheets had been in the grain business here 40 years.—R. C. Sheets.

Saybrook, Ill.—The Farmers Grain & Coal Co. has let the contract to the Burrell Engineering & Construction Co. for the erection of a 30,000-bu., cribbed, ironclad eltr. on the site of that burned in June. Equipment will include a 15-h. p. engine and a 3,000-bu. automatic scale.

Frankfort, Ill.—C. J. Meyer has been delayed in building an eltr. to replace that burned some time ago, by the refusal of the E. J. & E. to permit him to rebuild as close to the tracks as the old one stood. He has obtained a new site and the concrete foundation has been laid.

Lockport, Ill.—The Cooked Rolled Oats Co. filed petition in bankruptcy in the U. S. district court, Sept. 20. It scheduled debts of \$35,061 and assets of \$15,468. The petition was signed by C. A. Leeper, pres., and H. W. Leeper of Toledo, who have claims against the firm for \$17,000.

Elvaston, Ill.—Our eltr. was struck by lightning about 8:30 in the evening of Sept. 6. A fire broke out about 11 o'clock and completely destroyed the building, engine room and contents. Grain stored in the building included 4,465 bus. of oats, 1,770 of corn and 372 bus. of wheat. We had \$2,000 insurance on the building and \$2,500 on grain. We intend to rebuild this fall in time to handle the new crop of corn.—M. C. Garard & Son per C. B. Garard.

Decatur, Ill.—Cannon & Co., who did a track-buying business here, have suspended business for a time to make a settlement, which they expect to effect in a few days.

Gov. Deneen issued the first proclamation, Sept. 13, setting a date, Oct. 9, the fortieth anniversary of the Chicago fire, to be known as "Illinois Fire Prevention Day," and asking that "property owners give personal attention to the removal of all rubbish from their premises and put their heating apparatus in safe condition for winter use."

Peoria, Ill.—Receipts of grain in August aggregated 264,703 bus. of wheat, 1,292,521 bus. of corn, 980,277 bus. of oats, 24,200 of rye and 80,935 bus. of barley; compared with 363,881 bus. of wheat, 1,485,617 bus. of corn, 2,790,532 bus. of oats, 23,100 of rye and 76,000 bus. of barley received in Aug., 1910. Shipments in August included 246,413 bus. of wheat, 764,089 of corn, 342,672 of oats, 10,256 of rye and 84,375 bus. of barley; against 396,591 bus. of wheat, 933,669 of corn, 1,650,506 of oats, 7,987 of rye and 33,282 bus. of barley shipped in August last year.—John R. Lofgren, sec'y Board of Trade.

Decatur, Ill.—The writer accompanied by Pres. Lee Metcalf of Iliopolis, Sec'y S. W. Strong of Urbana and W. L. Shellabarger of Decatur, a director of the Ill. Grain Dealers Ass'n; Pres. Fred Wallbaum of Ashland and J. A. McCreary of Mason City, sec'y of the Farmers Eltr. Companies of Illinois; Pres. Charles Hurst of the Decatur Chamber of Commerce and Speaker Charles Adkins of Bement, representing the producers, appeared before Interstate Commerce Commissioners Charles Prouty in Chicago, Sept. 8, in support of a petition previously filed by the Wm. H. Suffern Grain Co. of Decatur, in which certain rates and privileges in effect at competing points are asked for Decatur. If we are successful in our suit we intend to erect a transfer eltr. at Decatur, equipped with the latest improved machinery for cleaning, drying, mixing and bagging grain, especially corn and oats for the southern and eastern markets.—W. H. Suffern. Commissioner Prouty has appointed Oct. 1 for a further hearing.

Rushville, Ill.—Graff & Co., who own an eltr. here, have won the suit they brot in circuit court against George Moench for money due them for sundry board of trade transactions. They alleged that Mr. Moench asked them to be permitted to avail himself of their facilities for conducting such deals on the Chicago Board of Trade as he desired to make. He deposited with them sufficient money to cover the margin on the deals. As soon as he gave them his orders, they would telephone them to Schultz, Baujan & Co., of Beardstown and they, in turn, would have Rumsey & Co., members of the Board of Trade, execute them on the floor of the exchange. At first the deals went well and Mr. Moench was several thousand dollars ahead. But suddenly the market turned and Graff & Co. were called upon to make good the losses on Moench's holdings. They did so, and demanded reimbursement from Moench who declined to pay, on the ground that the transactions were of a gambling nature. However, he did give them a note for \$1,500 secured by a mortgage. The balance of the money due formed the basis of the suit and a jury of farmers supposed to antagonize anything emanating from the Board of Trade, recently returned a verdict for Graff & Co., who were given judgment for \$4,800.

## CHICAGO NOTES.

CHICAGO CALLERS: Melvin Young, of the Philip Smith Mfg. Co., Sidney, O.; J. C. Klein, Blue Island, Ill.

The amendment to the rules to bring up to date the antiquated clearing house methods of the Board of Trade failed by 75 for to 656 against, this afternoon.

The delegation to represent the Board of Trade at the Grain Dealers National Ass'n at Omaha Oct. 9-11 has been appointed by Pres. Merrill to consist of W. N. Eckhart, E. A. James, Geo. E. Fuller, Phillip W. Seipp and Frank T. Rice.

Robert H. Livingstone, formerly connected with the Peavey Grain Co., is now associated with Buckley & Co.

Thomas J. Cannon, who was suspended from membership in the Board of Trade, has been reinstated by the board of directors.

Eugene F. Cooney, who reported the wheat market for the Board of Trade for many years past, was drowned recently while on his vacation.

Charles Jarochow, engaged in making repairs in the plant of the Northwestern Malt & Grain Co., came into contact with some heavily charged feed wires and was electrocuted.

The purchase of the Peavey Eltr. on the Calumet river at South Chicago was closed recently when Joseph Rosenbaum gave mortgages notes aggregating \$325,000 due in 16 yrs. with interest at 5%. The eltr. will be operated by the J. Rosenbaum Grain Co.

Horace Jackson, against whom F. H. Peavey & Co. filed claims for \$104,000 has settled with that firm. The arbitration committee of the Board of Trade set the indebtedness at \$17,895 but the claim was settled for \$2,100.

Ben A. Neal, who formerly shipped grain from Millersville, Ill., and who was later associated with the Associated Grain Dealers of Chicago has gone into business for himself and will deal especially in kafir corn, rye, alfalfa and cotton seed products.

O. W. Clapp, who is one of the oldest members of the Board of Trade, shows with much pride membership tickets dating back to 1858 at which time W. H. Mitchell was sec'y and the annual dues were \$5. Since Mr. Clapp has been a member he has paid a total of \$2,400 in dues and assessments.

Those who have applied recently for membership in the Board of Trade are William Henry Conley, Edgar H. Young and Stephen Henry Jones. Those admitted are Kenneth S. Templeton, Richard W. Oake, Frederick A. Lennon, Sidney Long, W. H. Martin, W. A. Fraser, Jr., and Forrest S. Miller. The memberships of Willard S. Gaylord, Chas. V. Barr, Richard C. Plater, Wm. R. Beatty and Wm. B. Page have been posted for transfer. A membership was recently sold for \$2,350.

Demand for timothy hay continues strong for the sound grades, with prices firm. Arrivals are very light, and indications are for still higher prices on timothy. Would strongly advise shipments. Receivers generally report very little timothy rolling, and we look for a good strong market for some time. Clover hay or heavy clover mixed hay if good color and sound is in demand. Receipts on this crop so far have been very light. Arrivals should strike a firm market.—W. R. Mumford & Co.

Members of the Board of Trade Mutual Benefit Ass'n have directed the executive committee to prosecute Martin D. Stevers, sec'y of the organization, who is said to have embezzled funds of the ass'n to the amount of \$6,537. A special assessment of \$8 will be made on each membership thus making up the deficit. The annual meeting of the ass'n will be held Sept. 28 at which time the employment of a new sec'y will be discussed. A number of leading members of the Board will make up any of the unpaid special assessments.

The directors of the Board of Trade have approved a form of contract which allows elevator companies to use boats as "regular" annexes to eltrs. by a guarantee of the quality of grain stored in the boats. Because of the large arrivals, storage space is at a premium and it is expected that conditions will become more aggravated unless the boats in the harbor are made "regular." Each application to make boats or barges regular will be passed upon by the board of directors and permission will be granted only when conditions are that to warrant it. The Armour Elevator Co. is the first to have boats made "regular" for delivery of contents on contract.



The Standard Grain & Eltr. Co., incorporated; capital, \$75,000; incorporators: E. R. Bacon, Jr., W. G. Husband, E. R. Jennings. The company will operate the Alliance Eltr. at Hammond, Ind.

John Walker, formerly weighmaster of the Board of Trade, died recently aged 80 yrs. He was also a member of the committee of appeals for the state grain inspection dept. Mr. Walker retired in 1898.

## INDIANA.

Noblesville, Ind.—The Noblesville Mlg. Co. is planning to build a 300,000-bu. eltr.

Knightstown, Ind.—A company of farmers headed by A. E. Carroll and R. C. Morgan will build an eltr.

Boyleston, Ind.—Pruitt & Clark, whom we bot out, have retired from the grain business.—Clifton Cohee & Co.

Mooreland, Ind.—We do not give possession of the plant recently sold to Morgan & Cole until Dec. 1.—Anderson & Bowen.

Pettysville, Ind.—We have overhauled the eltr. we purchased here from J. C. Davis, and are now operating it. Our headquarters are at Roann, Ind.—T. J. Lewis & Bro.

Middletown, Ind.—George Lewis of Anderson and Al. Fattie of Mechanicsburg sta. Middletown p. o., are promoting a company to build an eltr. at this point in time to handle the corn crop.

Indiana Harbor, Ind.—A 550,000-bu. concrete storage addition has been completed at the eltr. operated by the Bartlett-Frazier Co. and owned by the Lake Shore R. R. Co., which raises the storage capacity at this point to 1,100,000 bu.

Kentland, Ind.—Warren T. McCray of McCray, Morrison & Co., is wreathed in smiles these days and nights because his four legged bulls are wearing blue ribbons. After capturing 8 out of a possible 13 at Louisville, they went to Detroit and Memphis for more.

Monon, Ind.—I have purchased the eltr. here formerly owned by J. F. Smith. It was erected by the Scotts of Indianapolis, Ind., and used by them as a transfer eltr. I will install gasoline power at once and will repair the eltr. in the spring.—D. L. Brookie, Frankfort, Ind.

Frankfort, Ind.—A company organized Sept. 9 has been incorporated as the Clinton Grain Co. by J. A. Curtis, J. J. Davis and B. L. Tompkins; capital stock, \$15,000. It will own and operate grain eltrs. and deal in grain, flour and manufactured cereals. It will build immediately on plans prepared by A. H. Richner.

Evansville, Ind.—A rousing meeting was held here recently, under supervision of Sec'y Riley of the Ind. G. D. Ass'n and addressed by a Purdue University man on methods of fighting onion and garlic in wheat. This country is infested with more or less of both and farmers are much interested in getting rid of them.—A. F. Files, vice pres. W. H. Small & Co.

Fort Wayne, Ind.—Judge O'Rourke has dismissed the suits brot by Attorney General Bingham against the Hay and Grain Dealers, Producers and Shippers Ass'n of Northern Indiana, instituted to show that the ass'n was a combination in restraint of trade. The defense filed answer alleging that the ass'n was not at the time the suit was brot nor is now doing business.

Columbus, Ind.—Five weeks after the eltr. of Ben C. Thomas burned Aug. 3, firemen were called out on two successive nights, Sept. 7 and 8, as tongues of fire showed in the smouldering grain and firemen predict it will burn a month longer. Altho water is thrown on daily the fire is so deep it seems unreachd. People in the neighborhood have complained to the board of health about the stench from the rotting grain.

## INDIANAPOLIS LETTER.

At its last meeting the grain committee of the Board of Trade authorized a general overhauling of the moisture-testing equipment in the inspection department.

The Evans Mlg. Co. has taken out a permit to build a \$30,000 eltr.

The recently appointed discount committee, composed of two local, disinterested grain men, has begun its work and finds much to do. It examines samples of grain subject to discount and passes judgment on a fair discount for both receiver and shipper.

A hearing will be held Oct. 4 on the tariffs increased by the G. R. & Ind. Ry. on grain and grain products in carload lots between Jeffersonville, Madison and New Albany but suspended by the Ind. R. R. commission until Oct. 4 because the railroad companies had not discussed the proposed increases with the commissioner.

We are about to inaugurate a scale inspection department of the Indiana Grain Dealers Ass'n. On Sept. 15 we sent out our first letters in promotion of this department and if the grain dealers of the state respond readily we will soon have our department in full operation; and I believe it will be of great benefit to the trade as well as the Ass'n.—Chas. B. Riley, sec'y.

The grain committee of the Board of Trade has ordered that Sec. 6 of the rules governing Board of Trade weighers be amended as follows: "On all cars weighed in or weighed out of public or private houses there shall be furnished to any person entitled to same, a certificate of weight which shall show full information as to time, method of and conditions surrounding the loading, unloading and weighing of such grain or other articles. This certificate shall be issued and signed by the regular Board of Trade weigher who weighs the same, and bear the date or dates of weighing and give the net weight of the article or articles weighed; also such other facts as may be determined by the grain committee. This rule provides for a uniform official weight certificate showing in detail the actual condition of the car, with a complete seal record and all necessary information required by railroad companies to substantiate their claims. The charge for each car weighed shall be 45c which shall be paid by the shipper."

## IOWA.

Manning, Ia.—The Doud Mlg. Co. is building a 20,000-bu. eltr.

Dows, Ia.—A. Erickson will be mgr. for the Farmers Grain & Lbr. Co.

Adair, Ia.—H. W. Pollock & Co. have purchased the eltr. of W. C. Marsh.

Fontanelle, Ia.—The Dunlap Grain Co. is building an addition, 30x30 ft., to its eltr.

Pilot Mound, Ia.—The Western Eltr. Co. has bot the house here of the Reliance Eltr. Co.

Des Moines, Ia.—The New Prague Flour Mills Co. of New Prague, Minn., will open a branch office here in charge of C. A. Harrison.

Fonda, Ia.—W. A. Galbraith, who recently resigned as mgr. for the Farmers Eltr. Co., has built a store and will conduct a general feed business.

Schaller, Ia.—The Kunz Grain Co. has opened its eltr. recently completed by the Younglove Construction Co., to replace that struck by lightning last summer.

Prairieburg, Ia.—The Prairieburg Lbr. Co. has bot the eltr., grain and coal business of Kula & Dolan, moved its stock there and placed Roy Fisher in charge.

Gruver, Ia.—The Gruver Farmers Eltr. Co. has overhauled the house it recently purchased from the Western Eltr. Co., has rebuilt the driveway and installed new wagon scales.

Radcliffe, Ia.—The eltr. of the Kunz Grain Co. was struck by lightning about noon of Sept. 6. The bolt entered the roof of the cupola, passed down the steel lined loading spout and out into a car that was being loaded. A blaze started but was soon extinguished.

Center Point, Ia.—Farmers are considering building an eltr.

Pierson, Ia.—The Farmers Eltr. Co. has entered suit against Frank Sheeler, alleging that in the fall of 1909 he subscribed for one share of stock for which he was to pay \$25, which he refuses to do and plaintiff asks that judgment be rendered for \$25 and costs of action.

Des Moines, Ia.—Federal Judge McPherson dissolved the temporary injunction, Sept. 13, recently obtained by the express companies of Iowa against the state R. R. commission. He held that the commission has the right to fix express rates. The new rates will take effect Oct. 31 and will be approximately 15% lower than present rates.

Ames, Ia.—Prof. P. G. Holden is again a member of the faculty of the Iowa College of Agri. Some weeks ago the state board of education re-elected all the other members of the faculty. At a meeting Sept. 7, attended by Prof. Holden, he was re-elected. The people of Iowa appreciate Prof. Holden's work which has made him an authority in some lines thruout the United States.

Iowa grain dealers located on the Mnpls. & St. L., Ia. Cent., Ft. D., Des. M. & Sou, and the Des Moines Interurban are prepared to give instructions not to route joint shipments via the Chi., Mil. & St. P. on account of that company's persistent refusal to pay more than 50% on claims for damage because of delay in transit and consequent loss thru decline of market. Several suits will be instituted against the Chi., Mil. & St. P. to enforce collection of claims of this character and shippers will instruct that, in case of joint shipments, preference be given to the railroads that have given grain dealers fair treatment in the settlement of claims for delay in transit. They are also taking preparatory steps to get a bill passed by the next legislature to require payment of attorney's fees by common carriers in cases of suits for loss or injury by delay in transit.

Moulton, Ia.—"As the result of an investigation of an eltr. fire here, Aug. 18, three indictments have been returned by the grand jury upon evidence furnished by Deputy State Fire Marshal Tracey and detectives for the Wabash Railroad. A. C. Crafts, owner of the eltr., and two brothers named Hendon are the accused parties and the charge is made that Crafts obtained the aid of Hendon brothers in destroying the eltr. and in removing the grain from the same before the fire occurred altho he put in a claim for insurance on the grain which included a quantity of timothy seed. It is claimed that the timothy seed was sold to a dealer in another town at a price below market indicating a desire to get rid of it quickly. Crafts had placed insurance a few days before the fire with the Home of New York, the National of Hartford and the Hawkeye of Des Moines. The insurance on the eltr. was \$9,200 and on the grain \$7,200.

Columbus Junction, Ia.—C. A. Sprague, senior member of the firm of Sprague Bros., died Sept. 5 after an operation for appendicitis. He founded the business and for almost a quarter of a century was its active manager. His estate has assumed his interests in the business which will be continued for the present under the same name with J. A. Sprague as mgr., write Sprague Bros. by J. A. S. Mr. Sprague's sudden death after a brief illness was a great shock to the community, in which he had taken an active interest in matters pertaining to its advancement. He was born in Cherry Valley, Ill., in 1856. In 1888 he entered into partnership here with A. H. Parsons in the grain and feed store. Later F. H. Johnston purchased the interests of Mr. Parsons and retained them until 1897 when he sold to J. A. Sprague and the firm name was changed to Sprague Bros. Mr. Sprague is survived by his second wife and the three children of his first marriage, Wyatt R., a banker in Seattle, Wash.; C. Arthur, supt. of schools at Waitsburg, Wash.; and Mrs. A. L. Graham of Burlington.



Cedar Rapids, Ia.—With its chin caught under the railing of its crib the 1-year-old son of Mr. and Mrs. S. W. Wilder was found dead in the afternoon of Sept. 7. Mrs. Wilder had put the child to sleep and gone to an afternoon luncheon. Mr. Wilder is local mgr. for Lamson Bros. & Co.

Ames, Ia.—After five years of careful selection and breeding 14 new varieties of winter and spring wheat have been developed at the Iowa Agri. Exp. Station here. They are expected to prove highly satisfactory for growing conditions in this state. In good sized plots this year they yielded as high as 51 bus. per acre and not one yielded much less than 40 under drouth conditions almost as severe as any in the state. Eleven of these new varieties gave better returns than Turkey red wheat grown under similar conditions and only three gave poorer returns. The Turkey red winter wheat yielded about 38 bus. per acre. One of the new varieties yielded 50.9 bus.; another, 50 bus.; a third, 49.5; a fourth, 48.9. The Exp. Sta. is distributing about two bus. of each of these new varieties, to be placed in peck lots with farmers who will give the assignment proper seeding and cultivation. From these distributed lots much seed should be available next year. The Exp. Sta. will also cultivate larger fields of these wheats to have more seed for distribution next year. Prof. L. C. Burnett has had charge of the breeding of these new wheats and an account of his work will probably be published in bulletin form.

## KANSAS.

Hesston, Kan.—The Whitewater M. & Eltr. Co. has installed Richardson Automatic Scales.

Hutchinson, Kan.—The state of Kansas took depositions here in the grain inspection case Sept. 19 to 23.

Denison, Kan.—John McClune of Hoyt has bot the eltr. here of David Coleman who will give possession Mar. 1, 1912.

Hoyt, Kan.—John Wallace and Oliver Lindsay have purchased the eltr. of John McClune and will take possession next February.

Beulah, Kan.—Morrow & Taffe have disposed of their eltr. at this point and I am no longer with them.—C. W. Glynn, Girard, Kan.

Americus, Kan.—Bruce Carson from Loveland, Colo., has taken possession of the eltr. he recently purchased here from Mr. Toomey.

Almena, Kan.—Warren Wilson and Emmett Powell have purchased the eltr. of the Central Granaries Co. and have put it into operation.

Oakley, Kan.—Ellsworth M. & Eltr. Co. has closed its house here on account of poor crops.—W. H. Cochrane, agt. E. M. & Eltr. Co., Kanopolis, Kan.

Elyria, Kan.—The new eltr. of F. P. Hawthorne is being equipped with a 6-h.p. Witte Engine and a wagon scale furnished by the York Foundry & Engine Works.

Barrett, Kan.—A car of corn was being loaded here, Sept. 8, by a scoop shoveler named Porter who shipped it to Kansas City, Mo. The number of the car was I. M. & S. 14967.

Peck, Kan.—The Arkansas City M. & Eltr. Co. will move its house here to Wasco, a new town on the Midland Valley R. R.—E. S. Gross, agt. Stevens-Scott Grain Co., Derby, Kan.

Arkansas City, Kan.—The Ark. City Mlg. Co. is having a 70,000-bu. concrete storage eltr. built adjoining its present wooden structure and work house by the W. L. Finton Construction Co.

Wilson, Kan.—I have been out of the grain business since last June and the place where I worked has not been open for business since.—Jno. R. Hoch, former agt. Standard Grain & Mlg. Co.

Kiowa, Kan.—The Farmers' Grain & Mer. Co. is having its eltr. overhauled by the P. H. Pelkey Construction Co. and is installing a sheller, a drag and a man-lift furnished by the same company.

Mulvane, Kan.—W. T. Macauley, mgr. of the Wichita Board of Trade clearing house for the last year and a half, has resigned to enter the grain business here under the name of the W. T. Macauley Grain Co.

Mulvane, Kan.—The Mulvane M. & Eltr. Co. will soon open its house that has stood idle for the last six months.—E. S. Gross, agt. Stevens-Scott Grain Co., Derby, Kan. E. P. Des Maris is proprietor of the Mulvane Co.

Kansas City, Kan.—The defense in the state grain inspection case, comprising the eltr. companies in this city, the railroads and the Kan. Grain Dealers Ass'n. has been taking depositions and it is hoped the supreme court of the state may be able to render a decision by Nov. 1. The defense has introduced considerable testimony showing the inefficiency of the Kansas grain inspection and weighing department. Numerous cases of wrong grading were cited where different grades were made on a car. On first inspection one car was marked "No. 3 hard, 61½ lbs." A re-inspection was called for and the same car was graded "No. 2 hard, 60½ lbs." On arrival at the eltr. for unloading the inspector in charge graded the wheat "No. 4 hard, 61 lbs." Re-inspection being called this same car went "No. 3 hard, 60½ lbs." The case was then put before the appeal committee which sustained the first re-inspection and made the car "No. 2 hard, 60½ lbs." Two weeks were consumed getting a grade.

## WICHITA LETTER.

P. J. Mullins has succeeded Mr. Mugg as mgr. for the Empire Grain Co.

Jas. H. Sherman, sec'y of the Wichita Board of Trade, has assumed the management of the Board of Trade Clearing House Ass'n following the resignation of W. T. Macauley.

A negro who was recently caught stealing grain from cars in local switchyards confessed to inducing three small negro boys to remove wheat from the cars and hide it in the weeds near the tracks where he could remove it at leisure.

A. F. Johns, who was formerly mgr. of the local office of the Kemper Grain Co., is now mgr. of the J. R. Williamson Grain Co. with offices in the Sedgwick Bldg. The company owns and operates eltrs. at Harper and other points in that territory.

W. L. Brown has severed connections with the J. W. Craig Grain Co. and has engaged in business for himself under the firm name of the Arkansas Valley Grain Co. with offices in the Sedgwick Bldg. In the future J. W. Craig will devote his entire time to the management of the J. W. Craig Grain Co.

Wichita, Kan.—During August Wichita received 1,195,700 bus. of wheat, 111,600 of corn, 94,500 of oats, 5,000 of kaffir corn and 2,000 of rye. Shipments included 601,700 bus. of wheat, 83,000 bu. of corn, 78,500 of oats, 3,500 of kaffir corn and 2,000 of rye.—R. B. Wattermire, Supervisor of Weights, Board of Trade.

## KENTUCKY.

Greenville, Ky.—The Home Mlg. Co. will build an eltr., 30x30x45 ft. C. E. Martin is pres.

Gar, Ky.—Our firm name has been changed from P. B. Cooper & Sons to P. B. & S. V. Cooper.—P. B. & S. V. C.

Owensboro, Ky.—The Home Warehouse Co. will incorporate an eltr. company with a capital stock of \$15,000 and build an eltr.

Richmond, Ky.—J. W. Zaring, proprietor of the J. W. Zaring Grain & Mill Co., and one of the best known men in this locality, died recently, aged 65, survived by his widow and four children.

## LOUISIANA.

Twenty-eight of the 46 rice mills in Louisiana have been merged into the La. State Rice Mlg. Co. with an authorized capital of \$9,500,000.

Lake Charles, La.—W. D. Marshall, who has been in the rice brokerage and commission business in Crowley, La., for the last ten years and is one of the best known brokers on the coast, will move his headquarters here to get into closer touch with the trade. He formerly lived here.

New Orleans, La.—Receipts of grain during August aggregated 183,000 bus. of wheat, 173,000 of corn and 123,000 bus. of oats; compared with 2,000 bus. of wheat, 449,000 of corn and 264,000 bus. of oats received in August last year. Shipments in August included 280,000 bus. of wheat, 104,809 of corn and 18,433 bus. of oats; against no wheat, 933,499 bus. of corn and 2,817 bus. of oats shipped in the same month of last year.—H. S. Herring, sec'y Board of Trade.

## MICHIGAN.

Caseville, Mich.—Have added a store room, 26x70 ft., to eltr. plant.—C. A. Stockmeyer.

Avoca, Mich.—An addition has been built to the eltr. of Bricker & Jackson and a new office.

Cass City, Mich.—The Cass City Grain Co. will equip its eltr. with a Hall Signaling Grain Distributor.

Springport, Mich.—E. C. Comstock & Co. will install a Hall Signaling Grain Distributor in their eltr.

Blaine, Mich.—The Grant Eltr. Co. incorporated; capital stock, \$15,000; has built eltrs. here and at Jeddo, Mich.

Sandusky, Mich.—The Farmers Co-op. Eltr. Co. has had its house repaired by the Burrell Engineering & Construction Co.

Union City, Mich.—Randall Bros. have about completed changing the Union City Roller Mills, they recently purchased, into a 20,000-bu. eltr.

Forest Hill, Mich.—The Forest Hill Eltr. Co. incorporated; capital stock, \$15,000. Otis A. Post is pres. and his brother Elmer A. Post is sec'y-treas.

Morrice, Mich.—The bean-picking department has been closed at the eltr. to permit a thoro overhauling of machinery preparatory for the fall work.

Dexter, Mich.—The Michigan Mlg. Co. has abandoned this point for grain buying and the Stockbridge Eltr. Co. will take up the business. Lowe Clark is buyer and mgr. for the Stockbridge Co.

Kinde, Mich.—The Farmers Grain Co. has let the contract to the Burrell Engineering & Construction Co. for the erection of a 30,000-bu. eltr. of cribbed construction, ironclad. Equipment will include a 20-h.p. gasoline engine, bean machinery and Monitor Cleaners.

Detroit, Mich.—The annual convention of the Michigan Bean Jobbers Ass'n was held in this city Sept. 7-8. Reports of members indicated the state's crop would aggregate 5,400,000 bus. valued at \$11,000,000, which is 600,000 bus. less than last year's altho this year's acreage was larger by 10%. Michigan produces 65% of this country's beans. A report to the convention from California told of a shortage there in white beans but a proportional increase in the yield of lima beans, of which there will be 2,500,000 85-lb. bags. The convention adopted a resolution providing that grocers shall pay a separate charge for the bag containers of beans but that the price of beans would be proportionately reduced so the consumer need not be taxed with the price of the bag. The following officers were elected for the ensuing year: Fred Welch of Owosso, pres.; A. L. Chamberlain of Sandusky, 1st vice pres.; E. Chappie, Belding, 2nd vice pres.; John Wigglesworth, Cohoctah, 3rd vice pres.; W. N. Isbell, Lansing, treas.; W. J. Bliss of Saginaw and K. P. Kimball of Detroit, directors.



St. Johns, Mich.—Charles Sprague is figuring on building a new eltr. next spring.

Detroit, Mich.—Receipts of grain during August aggregated 389,882 bus. of wheat, 262,540 of corn, 415,467 of oats, 2,240 of barley and 31,748 bus. of rye; compared with 163,063 bus. of wheat, 216,487 of corn, 500,282 of oats, 19,664 of barley and 37,254 bus. of rye received in August last year. Shipments included 36,520 bus. of wheat, 101,421 of corn, 73,240 of oats and 5,812 bus. of rye; against 2,000 bus. of wheat, 87,021 of corn, 23,851 of oats and 2,000 bus. of rye shipped in August, 1910.—F. W. Waring, sec'y Board of Trade.

## MINNESOTA.

Mayville, Minn.—Herman Meyer is a scoop shoveler at this station.

Balaton, Minn.—The eltr. of Bingham Bros. is closed.—George A. Tate.

Hokah, Minn.—The Farmers Eltr. Co. is arranging to commence business.

Garfield, Minn.—A. O. Sanstead is repairing the eltr. he bot last year.

Minnesota Falls sta., Granite Falls p. o., Minn.—Olaf Eliason has opened his eltr.

Lakeville, Minn.—F. Tabaka is agt. for the J. J. Hynes Eltr. Co.—Claro Mlg. Co.

Glenwood, Minn.—J. J. Decker's eltr. burned.—H. J. Lee, mgr. Farmers Eltr. Co.

Ghent, Minn.—Eltr. of Bingham Bros. is closed.—G. J. Inhofer, agt. Western Eltr. Co.

Huntley, Minn.—I have succeeded R. N. Brown as agt. for Byrnes Bros.—E. A. Maier.

Duluth, Minn.—C. E. Burgess of Devils Lake, N. D., has opened a grain office in this city.

Dovray, Minn.—Our house here is closed at present.—St. John Grain Co., Heron Lake, Minn.

Gordonsville, Minn.—Bert Temple of Northwood has bot the eltr. here of Eckert & Williams.

Marshall, Minn.—W. E. Regnier has succeeded W. W. Simons as our agt.—Marshall Mlg. Co.

Elmore, Minn.—The eltr. of the Benson Grain Co. is closed.—E. H. Sauder, agt. St. John Grain Co.

Murdock, Minn.—The Northwestern Eltr. Co. has built two bins.—A. C. Hagen, agt. Cargill Eltr. Co.

Belle Plaine, Minn.—The Benson Grain Co. has closed its house.—M. O'Brien, agt. Skewis Grain Co.

Brooten, Minn.—Eltr. of the North Dak. Grain Co. is closed.—O. O. Halvorsen, mgr. Farmers Eltr. Co.

Lismore, Minn.—E. A. Brown's eltr. is closed for the season.—H. D. Barnard, agt. Greig & Zeeman.

Heron Lake, Minn.—The St. John Grain Co. has closed its house here.—J. B. Scheier, Sioux Falls, S. D.

Tyler, Minn.—Eltr. of Bingham Bros. closed. I am mgr. for the Tyler Grain Co.—Lars Reinholdt.

Hitterdahl, Minn.—I have succeeded John Vatass as agt. for the Solum Eltr. Co.—Theo. Hammer.

Beaver Creek, Mich.—The St. John Grain Co. has closed its eltr. here.—H. S. Craig, mgr. B. C. Eltr. Co.

Verdi, Minn.—I have succeeded J. E. Ruddys as local agt. for the Western Eltr. Co.—Carl A. Hansen.

Fosston, Minn.—House of the St. Anthony & Dak. Eltr. Co. closed.—H. C. Halvorsen, agt. National Eltr. Co.

Brownnton, Minn.—The Rieger Mlg. Co.'s house not open this year.—Isaac Cowle, agt. Columbia Eltr. Co.

Grogan, Minn.—The Parker Eltr. Co. has closed its house. F. Chard, former agt. for the Anchor Grain Co. here is now with the C. S. Christensen Co. at Lewisville, Minn., and I operate the cleaning house and buy grain at this station for the Anchor Co.—W. A. James.

Ashcreek, Minn.—E. A. Brown's eltr. is closed at present.—S. J. Rulon, mgr. Ashcreek Farmers Eltr. Co.

Green Bush, Minn.—I have succeeded Johan Aas as agt. for the Red Lake Falls Mlg. Co.—C. B. Cruzen.

Montgomery, Minn.—The Commander Mill Co. has succeeded the Quirk Mill Co. at this point.—John Sheehy.

Granada, Minn.—I have succeeded D. Peddie as mgr. for the Granada Grain & Implt. Co.—F. H. Drewes.

Fairfax, Minn.—Ernest Hagg is the new agt. for the Security Eltr. Co.—H. S. Comer, mgr. Crescent Mlg. Co.

Orleans, Minn.—The Woodworth Eltr. Co. has closed its house here.—A. J. Hunter, agt. Atlantic Eltr. Co.

Willmar, Minn.—The Minnesota & Western Grain Co. will not rebuild until spring its eltr. burned here recently.

Emmons, Minn.—The Western Eltr. Co. has bot the house here of the Reliance Eltr. Co.—E. K. Tyssen, agt.

Goodhue, Minn.—W. A. O'Reilly is agt. for the Minnesota Malting Co.—Francis Barry, agt. Farmers Eltr. Co.

Marietta, Minn.—F. P. Seger died and his eltr. is not open.—L. G. Becker, agt. and repairer for Security Eltr. Co.

Lake Crystal, Minn.—The C. S. Christensen Co. is no longer in business here; its house burned.—Crystal Mlg. Co.

Boyd, Minn.—The house of the Federal Eltr. Co. is not now in operation.—G. J. Peterson, agt. Pacific Eltr. Co.

Delhi, Minn.—The Gt. Western Eltr. Co. has closed its house.—H. C. Engeman, mgr. Farmers Grain & Fuel Co.

Badger, Minn.—I have succeeded Paul Anderson as mgr. for the Roseau Co. Co-op. Eltr. & Merc. Co.—H. B. Lee.

Austin, Minn.—We will install a dump scale and make general repairs of our house.—McLaughlin & O'Halloran.

Henning, Minn.—The Farmers Eltr. Ass'n of Henning has put in a concrete foundation under its eltr.—A. Anderson.

Brainerd, Minn.—The Commercial Club has donated \$200 to Wm. F. Holst to get his eltr. in condition to buy grain.

Lyle, Minn.—Nick Severson has succeeded J. H. Sherman as local agt. for the Hunting Eltr. Co.—B. F. Muldown.

New Ulm, Minn.—H. Theide has succeeded Fred Becker as mgr. for the Farmers Eltr. Co.—Eagle Roller Mill Co.

Harmony, Minn.—T. McMichael has built an addition of three bins and installed a dump scale.—C. B. Hillickson, agt.

Vernon Center, Minn.—McLaughlin, Ellis & Co. have closed their house here.—H. C. Krause, agt. Hubbard & Palmer Co.

Dawson, Minn.—J. I. Hargrove manages the eltr. of the Eagle Roller Mill Co.—O. S. Berke, mgr. Dawson Produce Co.

Gaylord, Minn.—House here of the Interstate Grain Co. is closed. I am agt. for the Pacific Eltr. Co.—G. W. Groehler.

Argyle, Minn.—The house of the Imperial Eltr. Co. is being taken down. It stood idle for some time and was sold.

Girard sta., Crookston p. o., Minn.—I have succeeded E. P. Herbert as local agt. for the Duluth Eltr. Co.—Albert O. Hunt.

Barry, Minn.—The Duluth Eltr. Co. and the Monarch Co. have closed their houses here.—H. T. Larson, agt. Cargill Eltr. Co.

Lintonville, Minn.—House of the Osborne-McMillan Eltr. Co. not open this year.—W. A. Bast, agt. Atlantic Eltr. Co.

Winnebago, Minn.—Byrnes Bros. have bot the eltr. of the I. & M. Cereal Co. and opened it for business.—Bennett Grain Co.

Claremont, Minn.—D. A. Duncan, formerly local agt. for G. W. Van Dusen & Co., bot in with the Brown & Conat Eltr. Co. which purchased the interests here of the Western Eltr. Co., and he is now that firm's local manager. I am agt. for G. W. Van Dusen & Co.—J. L. Cohen.

Wykoff, Minn.—J. J. Walker and F. D. Prosser have been to St. Paul to make arrangements for the erection of a 25,000-bu. eltr.

Pemberton, Minn.—The Hunting Eltr. Co. will increase the capacity of its house here by about 15,000 bus.—M. E. Wilbainson, agt.

Ortonville, Minn.—We have heard nothing about a farmers' eltr. to be built here.—F. W. Sanborn, sec'y Ortonville Eltr. & Mlg. Co.

Cobden, Minn.—Alex Newdall has bot the eltr. of R. H. Bingham & Sons, which he has been operating under lease, and is remodeling it.

Odessa, Minn.—The Geo. C. Bagley Eltr. Co. has added flour and feed to its grain and coal business at this station.—L. D. Klinck, agt.

Hallock, Minn.—L. W. Johnson is local agt. for the Woodworth Eltr. Co. both here and at Bongards sta., Cologne p. o.—Cologne Mill Co.

Lesueur Center, Minn.—W. F. Markham has purchased the eltr. of Truesdale & Ames, formerly operated by the James Quirk Mlg. Co.

Graceville, Minn.—Houses of the Northwestern Eltr. Co. and of the Cargill Eltr. Co. both closed here.—J. J. Higgins, agt. Miller Eltr. Co.

Gaylord, Minn.—Chas. H. Geib is local agt. for the Security Eltr. Co. and I am repairer for it and agt. in fall and winter.—Louis G. Becker.

According to the new weight law Minnesota buyers may not take more than 48 lbs. of barley to the bu. The former weight was 50 lbs.

Boyd, Minn.—A. A. Rexstad has succeeded F. Halley as agt. for the Farmers Eltr. & Merc. Co.—Louis Wallner, mgr. Gt. Western Grain Co.

Fosston, Minn.—I have a position here with the Farmers Eltr. Co.—Orin A. Thompson, former agt. Jones Bros. Grain Co., Willow Lake, S. D.

Spring Valley, Minn.—J. B. Sample is a scooper. He is a stock buyer, has land of his own and makes prices on grain but will not buy all the time.

Beardsley, Minn.—The Brown Valley Farmers Eltr. Co. has closed its house here for the coming year, on account of poor crops.—C. M. Dale, Leal, N. D.

Hills, Minn.—Eltr. of the Benson Grain Co., Atlas Eltr. Co. and of E. A. Brown all closed here. Ours is the only one open.—Otto Nelson, mgr. Hills Merc. Co.

Dudley sta., Marshall p. o., Minn.—We have succeeded the Sleepy Eye Mlg. Co. at this point and have retained C. P. Donoghue as agt.—United Flour Mills Co.

Buffalo Lake, Minn.—John Nelson has succeeded me as mgr. for the Buf. Lake Farmers Eltr. Co.—J. W. Rusch, successor to the Reliance Eltr. Co. at this point.

McIntosh, Minn.—The Winter-Truesdell-Ames Co. has opened the house of the Mnpls. & Northern Eltr. Co. with Ed. Stone as agt.—H. Degemess, agt. Andrews Grain Co.

Kensington, Minn.—Arthur Osterberg is agt. for the Farmers Warehouse Ass'n. The house of the Woodworth Eltr. Co. has been closed for three years.—Kensington Mlg. Co.

Elbow Lake, Minn.—The house of the Atlantic Eltr. Co. is closed. O. C. Jacobson is agt. for the Osborne-McMillan Eltr. Co.—K. Kristofferson, mgr. Elbow Lake Grain Co.

Welcome, Minn.—The Welcome Farmers Eltr. Co. has remodeled its house and installed an 8-h.p. Foos Engine, a conveyor and a weigher.—A. G. Ely, agt. Western Eltr. Co.

Verdi, Minn.—Our firm's name is the Verdi Grain Co. owned by I. P. Fox and H. R. Wilbern. On account of short crops our house here will be closed this year. We have been in business at this station five years.—I. P. Fox, mgr., Sibley, Ia.



Gary, Minn.—House of the Thorpe Eltr. Co. is closed. R. Kellermann has succeeded Robt. Sannes as agt. for the Gt. Western Eltr. Co.—Albert H. Nelson, agt. Monarch Eltr. Co.

Bagley, Minn.—The Diemer-Pepper Eltr. Co. did not rebuild its eltr. here, burned last spring. Farmers organized and built in connection with a potato house; Ole Tollifson is their agt.

Hendrum, Minn.—The houses of both the Mnpls. & Northern Eltr. Co. and the Duluth Eltr. Co. are not in operation at this station.—A. H. Gordon, agt. and mgr. Hendrum Co-op. Eltr. Co.

Brown Valley, Minn.—N. Jensen has succeeded H. V. Heals as agt. for the Cargill Eltr. Co. A. L. Mitton is local agt. for the Interstate Eltr. Co.—N. O. Nelson, agt. Northern Eltr. Co.

Montevideo, Minn.—I was appointed mgr. of the Montevideo Farmers & Merchants Eltr. Co. Aug. 1. Up to that time I managed for the Farmers Eltr. & Merc. Co. at Boyd, Minn.—F. Hallberg.

Canby, Minn.—The Mutual Eltr. Co. is out of business here and its former agt., O. E. Nygren, has leased the eltr. from John Swenson.—H. Engebretson, mgr. Farmers Eltr. & Supply Co.

Nicollet, Minn.—We sold our eltr. at this station to the Nicollet Farmers Exchange Co., of which J. B. Summers, our former agt., is now mgr.—G. W. Van Dusen & Co. per G., Minneapolis, Minn.

Cobden, Minn.—Albert Krienke is no longer local agt. for the Eagle Roller Mills Co. The United Flour Mills Co. has succeeded the Sleepy Eye Mfg. Co. at this point and I am its agt.—Aug. Floeter.

Felton, Minn.—The Mnpls. & Northern Eltr. Co. has closed its house. The Grain Producers Eltr. Co. closed up and its house is rented by the Amenia Eltr. Co.—Edw. Carlson, former agt. Grn. Pro. Eltr. Co.

Zumbrota, Minn.—Olof Lund has succeeded A. A. Stondahl as local agt. for the Red Wing Malting Co. and A. E. Collins is agt. for G. W. Van Dusen & Co.—Carl E. Nelson, mgr. Zum. Farmers Merc. & Eltr. Co.

Duluth, Minn.—The Board of Trade has adopted an amendment to the commission rule, making the commission on cash flaxseed traded in on the exchange 1% of the gross proceeds with a maximum charge of 2c per bu.

A. F. Woods, dean of the Minnesota Agri. College, estimates that this state's wheat crop can be practically doubled and brot up to 200,000,000 bus. if the 5-year crop rotation plan is generally followed and good seed selected.

Bellingham, Minn.—N. A. Rudning is managing the eltr. he purchased from the Shockley Grain Co. The house of the Northwestern Eltr. Co. is closed. I have succeeded G. C. Babcock as mgr. for the Interstate Grain Co.—J. E. Kriebes.

Wabasso, Minn.—The Western Eltr. Co. closed its house here last year and will not open it this year. P. Hinen has succeeded M. Schueller as local agt. for the Schmid-Anderson Grain Co.—Henry Mayer, mgr. Farmers Grain & Fuel Co.

Edgerton, Minn.—Eltr. of McGlin Bros. is not now in operation. W. C. Evarts is mgr. for the Farmers Eltr. Co. H. Y. Hymes has succeeded J. L. Baldwin as agt. for C. S. Harvard and I am local agt. for the Bennett Grain Co.—G. L. Baldwin.

Holloway, Minn.—J. J. Hagen has succeeded H. E. Trammel as mgr. for the Farmers Eltr. Co. The E. S. Mooers Eltr. Co. has no house here, it was taken down last summer.—P. O. Dalhie, agt. Interstate Grain Co. The Mooers Eltr. was badly damaged by a cyclone Aug. 15.

St. James, Minn.—On account of short crops the Minnesota & Western Grain Co. closed its house here in June. The old Farmers Eltr. Co. went out of existence last year and was re-organized as the Farmers Grain Co. of St. James. It has repaired its plant.—J. Weymouth, agt. C. S. Christensen Co.

Faribault, Minn.—The Sheffield-King Eltr. Co. built a new house on the C. G. W., on the site where the eltr. of F. Orr burned, writes B. J. Sheridan, mgr. Farmers Co-op. Eltr. Co. Capacity of the S.-K. eltr. is 30,000 bus., will be operated by electric motors. P. A. Teslow from Minneapolis will manage it.

South Haven, Minn.—The Atlantic Eltr. Co. is no longer in business at this station. It had a flat house here but moved it away. The Osborne-McMillan Eltr. Co. built an addition to its house this summer for flour and feed which we handle wholesale and retail; also built coal shed.—H. F. Goode, agt. O.-McM. Eltr. Co.

Iona, Minn.—After the Iona Farmers Eltr. Co., organized in July last year, bot the house of the Bennett Grain Co., that company then purchased the house of the Cargill Eltr. Co., which is now closed. Reinker Bros. have also closed their house and Byrnes Bros. have no agt. here this year. They transferred their agt., C. W. Rathensberger, to Mankato, Minn.—W. P. Moran, mgr. I. Fr. Eltr. Co.

Stiles sta., Sauk Center p. o., Minn., Sept. 13.—Today Steven Kinsella is scooping flax into U. P. car 24029, and billing it to Minneapolis. We cannot understand how receivers, who solicit the business of country elevator men who maintain grain handling plants for the convenience of the farmers and the accommodation of the railroads, can overlook the regular shippers. What would they do if all the grain elevator operators would attempt to go past them and sell their wheat direct to the millers? I think it is time Minneapolis receivers stopped handling shipments from scoopers, and also stopped financing country shippers. Their practice encourages too many lame ducks to waddle into the business.—L. P.

The Minnesota R. R. and warehouse commission has announced the appointment of nine deputy inspectors of weights and measures. E. O. Sather, formerly sealer of weights and measures in Minneapolis; Thomas V. Malone and James R. Methven, of Minneapolis; Orlando J. Reynolds, St. Paul; Charles V. Holmstrom, Lakeland; J. H. Nordby, Duluth, and Soren T. Jepson and D. S. Evans, of Mankato. The appointees will report at once to C. C. Neale, chief inspector at his headquarters in the old capitol, St. Paul, where they will take instructions in their new duties and will be sent out as soon as they are considered competent. It is expected that the full corps will be in the field Oct. 1. Mr. Malone has been in the scale business for twenty-four years, and Mr. Methven eighteen years. The commission has not yet adopted a schedule of fees but expects to do so soon. The law requires this department to be self-sustaining, altho the legislature has appropriated \$10,000 to buy equipment and get the department started.

## MINNEAPOLIS LETTER.

Jewett Matthewson, of the Van Dusen-Harrington Co. has been elected to succeed Tony Tracy as a member of the board of directors.

The Vaughan & Bracket Co. has suspended business. Matt Weir, who was formerly connected with them, is now associated with R. J. Johnstone & Co.

The directors of the Chamber of Commerce have decided that solicitors traveling out of the Minneapolis market must in the future pass a thoro examination and have a license. The license fee will be \$5 per year.

The claims of Nichols & Taylor, Minneapolis, and the Farmers Co-operative Grain Co., of Atwater, Minn., which had been objected to have been allowed by the referee in bankruptcy in the case of Nels Enge. The claims amount to \$38,500.

John D. Tolman, for 15 yrs. assistant state weighmaster, died recently as the result of being struck on the head while riding on a beltlift in the Globe Eltr. A blood clot formed on the brain and paralysis ensued from which he died. The deceased was 67 yrs. old.

Memberships in the Chamber of Commerce were sold recently for \$3,300.

The membership of the Chamber of Commerce has voted to increase the commission charge for receiving and selling flaxseed on arrival and to arrive to 1% of the gross proceeds. The rate will be 2c per bu. when the price exceeds \$2 per bu. The rate will remain as before when in less than carlots, with a minimum charge of \$2.50.

Members of the Chamber of Commerce have voted to amend Rule XV, which relates to vacancies to read as follows: "In case of the death, removal or resignation of the President, a vice-pres. or member of the Board of Arbitration or Appeals, or in case of their ceasing to be members of this ass'n for any cause, the Board of Directors may fill the vacancy until the next annual election, and until his successor shall have qualified."

A proposal to amend the rules of the Chamber of Commerce so as to allow additional charges in the way of sampling fees to the shipper and which provided that grain commission houses report the number of cars handled during the season with a check covering a 10c fee on every car handled was voted down. Money to be collected in this way was to be added to the general fund of the association and the commission men regarded this as unfair.

## MISSOURI.

Seneca, Mo.—The corn mill plant of the Seneca Mill & Eltr. Co. with the exception of the flour mill will be put in operation Oct. 1.

Mercer, Mo.—A. A. Alley has purchased the interest of R. C. Staff in the Alley-Staff Grain Co. and continues the firm as the Alley Grain Co.—A. Grn. Co. per A. A. A.

Lincoln, Mo.—I solicited in the country for the Kemper Grain Co. since June but am now located here for them and will bid from this point by mail and phone.—B. F. Beckel.

## KANSAS CITY LETTER.

George A. Aylesworth, sec'y of the Moffat Commission Co., lost his infant son recently.

Mrs. Mary B. Cary, mother of P. E. Cary of the Roehen-Cary Grain Co. died recently at the age of 82 yrs.

Proceedings for divorce have been instituted by Stella M. Woodward, the wife of Chas. M. Woodward. Mrs. Woodward charges her husband with cruelty.

H. S. Kennedy, formerly with the Van Dusen-Harrington Co. and later sec'y of the Millers National Federation, has accepted the management of the milling wheat department of the Kemper Grain Co.

Harry T. Fowler, assignee of the Perry C. Smith Grain Co., has settled up the affairs of the defunct firm and has applied for his discharge. With all claims paid, Mr. Fowler reports that there is \$4,219.83 as a balance. He paid the sum of \$244,740.06 to the National Bank of Commerce, the Pioneer Trust Co. and the Security Nat'l Bank, which amount was given to cover worthless warehouse receipts. A grain eltr. at Florence, Kan., and valuable real estate in Wichita, Kan., was given over to the Mo. Pac. Ry. which had assumed a part of the debts of the company. Mr. Fowler will be allowed \$5,000 for his services.

## ST. LOUIS LETTER.

Fred Gihring formerly of Readlyn, Ia., has removed to St. Louis.

We have withdrawn from the cash grain business.—Milliken-Helm Commission Co.

The Geo. P. Plant Mfg. Co. will erect a two-story fireproof grain house to cost \$18,000.

The J. B. Taylor Grain Co. is a new company which recently established offices here. J. B. Taylor, head of the firm, was formerly with the Taylor-Hunter Grain Co.



Wilbur S. Christian has resigned his position as sec'y of the S. S. Carlisle Commission Co.

Austin E. Babcock, formerly a prominent grain eltr. operator of Norborn, Mo., died here recently.

Blair Bros., who are members of the Consolidated Stock Exchange, of New York have opened an office in the Pierce Bldg., with John J. Dale in charge.

John Dower, supervisor of the department of weights of the Merchants Exchange, reports that there were received at St. Louis during August 526 cars with leaking grain doors, 65 leaking over the grain doors, 2,284 with leaking boxes, 201 with leaking end windows, 795 cars not sealed, 178 with end windows not sealed and 87 with end windows open.

The delegation to represent the Merchants Exchange at the convention of the Grain Dealers National Ass'n at Omaha Oct. 9, 10, 11, has been appointed by Acting Pres. Chris Bernet to consist of T. B. Teasdale, John L. Messmore and Edward M. Flesh. This committee will also represent the exchange at Lakes-to-the-Gulf Deep Waterway Convention which is to be held at Chicago Oct. 12 to 14.

## MONTANA.

Antelope, Mont.—R. R. Ueland has let the contract to Honstain Bros. for the erection of an eltr.

Ryegate, Mont.—I am no longer in the grain business. J. A. Black has succeeded me.—Charles H. Parizek.

Culbertson, Mont.—The Farmers Eltr. Co. of Lanark has bot the Independent Eltr. here and is now buying grain.

Wibaux, Mont.—W. D. McKinnon will buy grain for J. Burns, who recently purchased the eltr. of J. C. Kinney.

Culbertson, Mont.—The Mont. & Dakota Grain Co. intends to engage in business at this point and has appointed M. J. Dunn state agt.

McCabe, Mont.—C. H. Sowle's eltr. at this place was not purchased by the H. Poepler Co., as erroneously stated Sept. 10 in this column.

Barford, Mont.—I had no successor at this point as the Victoria Eltr. Co. closed its house.—Carl F. Schoen, Underwood, N. D., former agt. V. Eltr. Co.

Bozeman, Mont.—The Gallatin County Farmers Alliance will not discontinue business as incorrectly stated in this column Sept. 10. The Alliance is still doing business and will be very much in evidence again this year.

## NEBRASKA.

Arnold, Neb.—L. Wilson of Merna is considering building an eltr. here.

Walhill, Neb.—We have sold our eltr. to H. D. Clark.—Sioux City Lbr. & Grain Co.

Tekamah, Neb.—Henry Roberts is installing a new 12-h.p. Witte Engine furnished by the American Supply Co.

Bee, Neb.—I have sold my eltr. and grain business here to the recently organized Farmers Eltr. Co.—A. J. Gumbel.

Anselmo, Neb.—Jacquot & Son are installing two Hall Signaling Grain Distributors in their new eltr. replacing that burned last spring.

Exeter, Neb.—The Exeter Eltr. Co. has purchased the house of the Trans-Mississippi Grain Co. and employed S. E. Manning as mgr.—Levi Steyer, sec'y.

Elkhorn, Neb.—Seefus & Duersen have purchased the house of the Omaha Eltr. Co. and will operate it themselves in place of R. W. Jark who has managed it for some time.—H. Huckfeldt, Platte Center, Neb.

Omaha, Neb.—I have disposed of my interests in the Union Grain & Eltr. Co., my resignation taking effect Sept. 15, and in the future will be associated with the Trans-Mississippi Grain Co., at Omaha. I will have charge of the wheat and barley.—S. S. Carlisle.

Laurel, Neb.—Harvey Ryan has been transferred here from Dell Rapids, S. D., to manage the plant of the Fields & Slaughter Co.

## NEW ENGLAND.

Peterboro, N. H.—The eltr. of Walbridge & Taylor recently burned.

Old Town, Me.—The addition to the plant of the Eastern Grain Co. is being rapidly completed.

Palmer, Mass.—Ralph Cuttler has been appointed local mgr. for the Thorndike Grain Co., succeeding Mr. Brigham.

Fall River, Mass.—The Strong Grain Co. has succeeded the Hathaway & Mackenzie Grain Co. C. D. Strong is pres. and mgr. and J. Herbert Sizer, sec'y and treas.

Boston, Mass.—Members of the Chamber of Commerce, who are grain dealers, held a meeting Sept. 21 to consider the organization of an ass'n for the purpose of promoting their especial interests.

## NEW YORK.

Catskill, N. Y.—Creditors of J. Charles Foote, grain dealer, will be settled with on the basis of 20c on the dollar, cash.

Richfield Springs, N. Y.—The Richfield Mfg. & Produce Co. is a new company which begin doing business Oct. 15 or Nov. 1. Dorr H. Van Horne is mgr.

New York, N. Y.—We are indebted to Lester B. Howe, sec'y of the Produce Exchange, for a copy of the annual report of that organization. Statistics, rules, reports, etc., are compiled in the usual clear and complete form.

Buffalo, N. Y.—The Voltz Malting Co. and the Byron E. Waver Salvage Co. have been obliged to discontinue drying damaged grain because of the annoyance to residents of the city and Fort Erie, Ont., across the Niagara river.

Buffalo, N. Y.—The Marine Eltr., which has not been in operation during the summer, will be opened at once. All of the eltrs. are well filled but are handling the large amounts of transit grain in good order. As cars are plentiful and are being sent out rapidly no glut is feared.

## NORTH DAKOTA.

Mott, N. D.—The eltr. of the Occident Eltr. Co. has been completed.

Dawson, N. D.—The Farmers Eltr. Co. has opened and is doing business.

Minnewaukan, N. D.—J. A. Frank has been appointed mgr. of the Farmers Eltr. Co.

Niles, N. D.—Page & Co. have installed a new cleaner in their eltr.—R. I. Parsons, agt.

Rutland, N. D.—The eltr. of the St. Anthony & Dak. Eltr. Co. is being put into shape.

Rollette, N. D.—The Farmers Eltr. Co. has reopened its eltr. H. Bergman will be mgr.

Woodworth, Pingree p. o., N. D.—Ed. Elfsen, of Edmunds, N. D., is erecting an eltr. here.

Columbus, N. D.—Work has been started on the erection of an eltr. for the Northland Eltr. Co.

Oberon, N. D.—I have succeeded Geo. Nelson as agt. for the Monarch Eltr. Co.—M. D. O'Neill.

Minnewaukan, N. D.—I have succeeded John Holden as mgr. of the Farmers Eltr. Co.—J. A. Frank.

Rollette, N. D.—The John D. Gruber Co. will open its eltr. this year. M. J. Theisen will be in charge.

Mylo, N. D.—I have succeeded Chas. Stenson as agt. for the Northland Eltr. Co.—R. F. Reinhardt.

Maza, N. D.—I have succeeded D. S. Blair as agt. for the Heising Grain Co. here.—O. V. Schman.

Wilton, N. D.—I have been succeeded by Mr. Al Schroeder as mgr. of the Wilton Eltr. Co.—H. Edgerton.

Mylo, N. D.—We have just installed a new 8-h.p. gasoline engine.—V. J. Severeid, mgr. Farmers Eltr. Co.

Minnewaukan, N. D.—I have succeeded Carl Thorsted as agent for the Monarch Eltr. Co.—R. W. Garber.

Minnewaukan, N. D.—S. L. Myhers has succeeded Bert Hoffman as agent for the Great Western Grain Co.

Michigan, N. D.—T. H. O'Connell has purchased the eltr. formerly owned and operated by M. F. Swanston.

Ambrose, N. D.—The eltr. of the Northland Eltr. Co. has been opened for business with R. S. Roberts, mgr.

Brinsmade, N. D.—I have succeeded John Molitor as manager for the Brinsmade Farmers Eltr. Co.—J. F. Hunter.

Hurd, N. D.—The Atlantic Eltr. Co. has added a coal shed and addition to the eltr. for the use of flour and feed.

Overly, N. D.—The Atlantic Eltr. Co. is rebuilding its eltr. here which burned Dec. 14, 1910. It will not open this year.

Finley, N. D.—The Finley Farmers Eltr. Co. has filed a petition in bankruptcy. The company has been in financial trouble for over a year.

Omamee, N. D.—A. P. Rankins, at one time mgr. for the Farmers Eltr. Co. here and later located at Nekoma, N. D., is now at Daysland, Alberta.

New Rockford, N. D.—The eltr. of the Farmers Eltr. Co. will be completed Oct. 1, and will open for business with John Keehn as mgr. Honstain Bros. had the contract.

Petersburg, N. D.—We are installing a new Avery Automatic Scale and a man-lift, purchased from the Clans-Bland Mfg. Co.—J. R. Flem, mgr. Petersburg Farmers Eltr. Co.

Lakota, N. D.—The St. Anthony & Dakota Eltr. Co. has just built an addition to its eltr., which will have a capacity of 20,000 bus.—C. B. Tague, agt. St. Anthony & Dakota Eltr. Co.

Chama, Sentinel Butte p. o., N. D.—The Farmers Co-op. Grain Co., incorporated, capital stock, \$25,000; incorporators: F. J. Hill, Beach, N. D., C. Kramer, Sentinel Butte, N. D., R. J. Stiehl.

Niagara, N. D.—The Winter-Truesdale-Ames Co. has leased the eltr. formerly operated by the Mpls. & Northern Eltr. Co. Wm. Kagle will be in charge.—F. J. Hanley, agt. Imperial Eltr. Co.

Rollette, N. D.—The National Eltr. Co. is razing its eltr. here and moving it to Powers Lake, N. D., on the Stanley branch of the Gt. Northern Ry.—Geo. Fillie, agt. Ely. Salyards & Co.

Edmore, N. D.—The Edmore Grain Co., incorporated, capital, \$20,000; incorporators: Geo. McLean, Chas. C. Honey and Clarence A. Sagen. The company recently bot the eltr. of the Minn. & Nor. Eltr. Co.

Maza, N. D.—I have succeeded E. E. Owen as manager for the Farmers Eltr. Co. I was formerly agent for the Heising Eltr. Co. Mr. Owen is now agent for McLaughlin Eltr. Co. at Cando, N. D.—D. S. Blair.

Crary, N. D.—The Crary Farmers Eltr. Co. has purchased the eltr. formerly owned by the Minneapolis & Northern Eltr. Co. The officers of the new company are D. C. McLeod, pres., and D. W. Hunter, sec'y-treas.

Devils Lake, N. D.—The Burgess Eltr. Co. has moved its offices from here to Duluth, Minn., and now has offices in the Board of Trade Bldg. with James D. Collinson in charge. I will remain here and look after the country end of the eltr. business.—C. E. Burgess.

Leeds, N. D.—E. S. Stone has succeeded Nels Dokken as mgr. for the Farmers Eltr. Co. Mr. Stone was formerly manager of the Farmers Co-operative Eltr. Co. M. Cullen has succeeded E. S. Stone as mgr. for Farmers Co-operative Eltr. Co. The Powers Eltr. Co. has reopened its eltr. L. Jenkins is in charge.



Clyde, N. D.—The Farmers Co-operative Eltr. Co., incorporated, capital, \$15,000; incorporators: Gordon Brotherson, Geo. F. Hyde, William A. Schrader and others.

## OHIO.

St. Paris, O.—McMorran Bros. & Co. are erecting an eltr.

Bryan, O.—The Raymond P. Lipe Co. has just installed its second Hess Drier.

McClure, O.—The Mollett Grain & Milling Co. has just installed its second Hess Drier.

Bowling Green, O.—The Huffman Grain Co., incorporated, capital, \$10,000; J. D. Hurlbut and others.

Lima, O.—The Hay & Grain Producers & Shippers Ass'n of Northwestern Ohio held a meeting Sept. 22.

Washington C. H., O.—The Fayette Grain Co. is doing considerable repairing. The Burrell Eng. & Const. Co. has the contract.

Versailles, O.—Frederick Landman has completed a 10,000-bu. eltr. The house is operated by electricity and the equipment includes a Howes Separator.

Risingsun, O.—A new company to be known as the J. L. Rouze Co. and to be incorporated with a capital stock of \$25,000 will erect an up-to-date eltr. here in the near future.—I. L. Shaw.

Cincinnati, O.—The first car of new corn to arrive at this market was received here recently by the Trent Mfg. Co. The quality was exceptionally good and the receipt several weeks earlier than usual.

Octa, O.—E. A. Allen has let the contract to the Burrell Eng. & Const. Co. for the erection of a 15,000-bu. eltr., studded construction with full work floor and iron-clad. The house will be equipped with a 25 h. p steam engine and a complete line of Sidney cleaners and shellers.

Cincinnati, O.—Receipts of grain at Cincinnati during August included 245,120 bus. of wheat, 321,269 of corn, 877,750 of oats, 41,684 of rye and 6,410 of barley. Shipments were 227,736 of wheat, 524,305 of corn, 548,288 of oats, 16,141 of rye and 1,013 of barley.—W. C. Culkins, Supt. Chamber of Commerce.

Sidney, O.—Capt. E. E. Nutt, mgr. of the Sidney Grain & Mfg. Co. and one of the most prominent grain men in the state died here Sept. 18 at the age of 74 yrs. Mr. Nutt was born on a farm near Sidney where he got his preparatory schooling. Shortly after registering as a student at the Ohio Wesleyan University he enlisted in the Union army and served until the war was over. He then engaged in the grain business with his brother, William A. Nutt, in Pemberton, O., later returning to Sidney where he entered the grain business with his other brothers I. N. and John M. Nutt. After they retired he continued the business alone for some time and then sold out to the Griffis Bros. He studied law for some time and then re-entered the grain business with his brother, William, at Urbana, but did not remove from Sidney. He then repurchased the eltr. from E. J. Griffis, to which had been added a mill, and continued the operation of this until his death. He is survived by his wife, a son, Earl Nutt, and five daughters.

## TOLEDO LETTER.

C. E. Patterson has engaged in the grain business with offices in the Ohio Bldg. He was formerly of the Patterson-Noyes Grain Co. at Albion, Mich.

The Steel Eltr. Co., of Toledo, incorporated, capital, \$50,000; incorporators: Guy G. Major, Rathbun Fuller, R. D. Logan, H. P. Hackett and others.

The owners of the East Side Iron Eltr. Co. are considering the enlargement of their eltr. It is said that during the periods of congestion this summer the company could have used an eltr. twice as large.

It is said that J. F. Zahm & Co. have offered to invest \$10,000 and H. W. DeVore & Co. \$5,000 in a needed terminal eltr. to be located here. Other firms are

said to be favorably disposed toward the idea but nothing definite has been decided.

## OKLAHOMA.

Blackwell, Okla.—The eltr. of J. W. Moberley & Son is in operation.

Hydro, Okla.—I have been appointed agt. here for the El Reno Mill & Eltr. Co.—Oscar Dow.

Perry, Okla.—The eltr. of the Perry Mill & Eltr. Co. was struck by lightning in a recent heavy storm.

Washington, Okla.—The Washington Gin & Grain Co., incorporated, capital, \$10,000; incorporators: C. G. Bible, M. Morgan and Wm. Morgan, Jr.

## PENNSYLVANIA.

Lancaster, Pa.—Jonas F. Eby, who has been engaged in the grain and feed business for the past 30 yrs. died recently.

The Pennsylvania Millers' Ass'n held its 34th annual convention at Atlantic City, N. J., Sept. 13 to 15. H. V. White of Bloomsburg, Pa., was nominated for pres. and A. P. Husband, of Llanerch, Pa., re-elected sec'y. Among those who spoke was Bert Ball, sec'y of the Crop Improvement Committee of the Council of Grain Exchanges.

Pittsburgh, Pa.—Railroads have decided to bulletin all cars consigned to members of the Grain & Flour Exchange in the same manner as in the past. Cars consigned to non-members will have simply the contents and car number bulletined. In this way all of the benefits and none of the difficulties of the old system will be retained.

## PHILADELPHIA LETTER.

The Pennsylvania Railroad will expend \$40,000,000 about this city in the improvement of its terminals, docks and shipping points.

The Liverpool Corn Trade Ass'n has accepted the new contract of the Philadelphia Commercial Exchange on grading and the embargo on Philadelphia grain inspection has been removed.

With the Red Star Steamship Menominee 10,000 bushels of corn have just been shipped to Antwerp, one of the cities of the Netherlands Association which lodged complaints against Philadelphia inspection.

Uniform grain inspection will be taken up by the trade delegates here while at Omaha, as well as the movement emanating from abroad to force the "rye rules" upon the United States which would place the grain exporters here at the mercy of their foreign buyers, which custom has dominated the weaker countries for some time. This city, Baltimore, and other Atlantic ports standing ready to make a general and combined protest against it.

L. G. Graff & Son have booked an order for 100,000 bushels of last year's corn for London, which district is under the jurisdiction of the Liverpool Corn Trade Association, which announced an embargo on May 10. This is regarded here as the opening sign of an early removal as individual foreign firms and buyers are getting restless over the situation and are willing to begin trade with this port, since the radical changes made in the inspection department and grain committee. Twenty-nine car loads of this corn has been rigidly inspected and the balance will follow at the Girard Point Eltr. even though the germinating season has passed.—S. R. E.

## SOUTH DAKOTA.

Sioux Falls, S. D.—My house is closed.—J. B. Scheier.

Tripp, S. D.—Shafer Bros. have closed their house.—J. B. Scheier, Sioux Falls, S. D.

Andover, S. D.—The eltr. of the Farmers Eltr. Co. will open soon with G. F. Lewis in charge.

Iroquois, S. D.—Andrew Schultz has succeeded S. B. Stockwell as mgr. of the Farmers Eltr. Co.

**SALT** NEW BARRELS  
NEW SALT  
PROMPT SHIPMENTS  
WRITE US FOR PRICES  
**THE COLONIAL SALT CO.**  
AKRON, O.  
MANHATTAN BLDG. CHICAGO D. S. MORGAN BLDG  
BUFFALO, N.Y.

**EUGENE M. BORNHOFT**  
**BLACK BOARDS**  
For Stock and Grain Houses  
**THE ROOKERY CHICAGO**

**Sample Envelopes**  
Non-Sifting  
Designed especially for mailing samples of grain and seed. Specimens Free.  
**TULLAR ENVELOPE CO.**  
67 Larned St. Detroit, Mich.

**The KING**  
**BUCKHORN MACHINE**  
is the **BEST** on **EARTH**

*Ask us about it.*

Manufactured by

**J. M. KING & SON**  
North Vernon, Indiana

**Best for You**

**THE** largest,  
strongest and  
most efficient live  
stock commission  
organization in  
the world.

The fact that we handle  
more cattle, sheep and  
hogs than any other  
firm in existence,  
speaks for itself.

It is always safe to  
consign to

**CLAY, ROBINSON & CO**  
**LIVE STOCK COMMISSION**

Chicago  
Sioux City  
So. St. Joseph  
East St. Louis  
Denver

So. Omaha  
Kansas City  
So. St. Paul  
East Buffalo  
Fort Worth



Trent, S. D.—E. T. Hanson has leased the eltr. of the Farmers Eltr. Co.

Aurora, S. D.—Potter, Garrick & Potter, of Webster, S. D., have bot the eltr. of the Sleepy Eye Mfg. Co.

Burbank, S. D.—Vic Chaussee has succeeded Roy Harter as agt. for the McCaul-Webster Eltr. Co.

Colome, S. D.—Walter Horn, a workman employed in the erection of an eltr. here fell and was fatally injured.

Geddes, S. D.—W. W. Sparks, owner of the Western Grain Co. is now making his home at Eagle Butte, S. D.—A. H. Stauffacher, agt.

James, S. D.—The Ferney Farmers Eltr. Co., of Ferney, S. D., has bot the eltr. of the Geo. C. Bagley Eltr. Co. The company now operates four eltrs.

Bruce, S. D.—The eltrs of the Farmers Co-op. Co. and the Sol Walters Merc. Co. were ignited recently by sparks from an engine but the flames were extinguished before well started.

Sioux Falls, S. D.—We have closed our eltrs. because of light crops. The amount of grain marketable would not justify operating expenses.—D. C. Harrington, Golden West Grain Co.

Dell Rapids, S. D.—Alonzo Burke, who has had charge of the eltr. of the McCaul-Webster Co. until it closed Sept. 1, will succeed Harvey Ryan as local agt. for the Fields & Slaughter Co. Mr. Ryan has been transferred to that company's eltr. at Laurel, Neb.

### SOUTHEAST.

Mobile, Ala.—The J. Zimmer's Co. has installed a Hall Signaling Distributor.

Greensboro, N. C.—The Prince Company, D. M. Prince, mgr., has opened offices in the Vanstory Bldg. and will handle car lots.

Columbia, S. C.—A number of shipments of corn meal made to points in South Carolina have been seized by Commissioner Watson because of the extreme acidity in the corn.

### TENNESSEE.

Chattanooga, Tenn.—The Chattanooga Feed Co. will erect a 3-story warehouse and eltr.

### TEXAS.

Rule, Tex.—S. J. Bailey is the successor of L. P. King.

Panhandle, Tex.—I am in the grain business here.—M. J. Long.

Cuero, Tex.—The eltr. of the Buchel Gin Co. was damaged by fire recently to the extent of \$1,500.

Ft. Worth, Tex.—Guy L. Lindley has applied for membership in the Grain & Cotton Exchange.

Ft. Worth, Tex.—The Ft. Worth Grain & Eltr. Co. has applied for membership in the Texas Grain Dealers Ass'n.

Ft. Worth, Tex.—Julian A. Ivy, until recently head of the Julian A. Ivy Grain Co. was married recently to Miss Mary D. Tempel.

### UTAH.

Salt Lake City, Utah.—The Utah Millers & Grain Dealers Ass'n will hold a meeting here Oct. 4, at which there will be a banquet with the governor and other prominent citizens of the state present.

### WISCONSIN.

Marshfield, Wis.—The Society of Equity will probably build or buy a mill and eltr. here in the fall.

Walworth, Wis.—The Milwaukee Eltr. Co. has completed a 20x60 ft. addition to its eltr., which was erected a year ago.—E. A. Peterson.

Milwaukee, Wis.—B. G. Ellsworth, formerly pres. of L. Bartlett & Son Co., has entered into the grain business for himself with offices in the Chamber of Commerce.

Sheboygan, Wis.—Arndt Bros., owners of the Pigeon River Roller Mills, have completed a 20,000-bu. eltr.

Kewaskum, Wis.—The eltr. and malt house of the L. Rosenheimer Malt & Grain Co. will be rebuilt at once. The loss was covered by insurance.

West Salem, Wis.—The eltr. of the Cullman Lbr. & Supply Co. has been completed. It is of concrete construction, with a capacity of 12,000 bus. and cost over \$2,500.

Merton, Wis.—J. W. Laidley, of Pewaukee, Wis., and Wm. B. & H. W. Kerr, of Hartland, Wis., are scoop shovelers and are trying to buy grain here.—C. E. Fitzgerald, agt. Milwaukee Eltr. Co.

Milwaukee, Wis.—H. H. Petersen has succeeded B. G. Ellsworth as pres. of L. Bartlett & Son Co. Mr. Petersen has worked his way up from the subordinate capacity in which he began 22 years ago, to be the head of the firm.

Sawyer, Wis.—H. L. Peterson has been appointed receiver for the Equity Eltr. Co. and Lyon Bros. are again in charge of the property pending a settlement of the foreclosure proceedings in the courts. Lyon Bros. are operating the eltr. with Ben Miller in charge who had formerly managed the house for Lyon Bros.

### WYOMING.

Cheyenne, Wyo.—The Frontier Eltr. Co. will erect a grain eltr. to have a capacity of 30 cars. E. H. Weckbaugh, of Denver, Colo., is one of the prime movers in the enterprise.

## Patents Granted

Device for Automatically Charging the Delivery Buckets of Elevators. No. 1,003,511. (See cut.) Wilhelm Reubold, Karlsruhe, Berlin, Germany. A device comprising a charge hopper, an intermediate hopper provided below the charge hopper, movable walls, provided in the intermediate hopper and means for opening and closing the walls of the intermediate hopper, the means consisting of projections provided on the delivery buckets and balance weights.

Car Seal. No. 1,003,791. (See cut.) Jay W. Prine, Jamestown, N. Y., assignor of one half to Herbert Chiverton, Jamestown, N. Y. A car seal comprising a strip of sheet metal having a closed slot near one end and the end having a notch in line with the slot and the ends each side of the notch slightly curved, a sideways extension at the other end of the strip folded to form a box open at one end, the end of the extension bent upright lengthwise of the center of the box to form an edgewise tongue therein the tongue having an in-

clined upper edge to lead into the slot by the notch and a second tongue on the strip engaging the first tongue to prevent the disengagement of the slotted end.

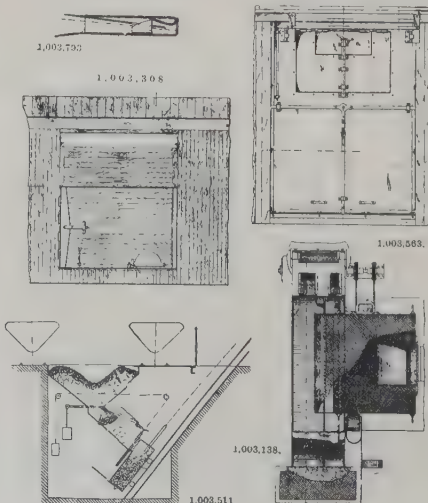
Chaff Separator. No. 1,003,138. (See cut.) Charles F. Hupner, San Francisco, Cal., assignor of one-half to Eliza T. Wilson, San Francisco, Cal. A separator comprising a number of screens, receivers for the material discharged by and through the screens, means for subjecting some of the material to a separating air-blast, the means comprising a blast apparatus and a vertically divided flue leading therefrom into the presence of the material and means for independently varying the pressure of air for the material, the last named means including an air deflector and separate valves at the inlet end of the flue for diverting a portion of the air outside the flue.

Car Door. No. 1,003,563. (See cut.) Walter Scott Williams, Clinton, Ill. A sliding car door comprising a main body portion, roller bearings, a supplemental door hingedly mounted in a cutaway portion in the upper end of the supplemental door, a hinged inspection flap in the upper end of the door, a keeper in the body portion of the sliding door directly beneath the lower edge of the supplemental door, a sliding bolt mounted on the supplemental door and adapted to slide into the keeper, vertically aligning brackets on the supplemental door and flap, a bolt slidably mounted on the flap and adapted to rest upon the upper end of the first named bolt after passing thru a bracket on both flap and door and a cross bolt adapted to abut the upper end of the last named bolt to prevent the vertical movement of the first and second mentioned bolts.

Grain Door. No. 1,003,308. (See cut.) James W. Wheeler, Palmyra, Neb., assignor of one-half to Elliott Lowe, Lincoln, Neb. A door adapted to be disposed between the doorposts, a channeled guideway positioned upon one of the uprights and adjacent the inside of the uprights, the guideway extending part way up one of the uprights, a projecting piece attached to the last-mentioned upright, the projecting piece offset, an angle piece positioned in the offset, a second guideway having a flat face attached to the other of the uprights and having a channel in alignment with the channel in the first mentioned guideway, the guideway having a hinged side adapted to open outwardly, the side being of greater width than the opposite member of the last-mentioned channel, a latch pivotally positioned on the wide member, adapted to engage a keeper in the outside of the door, the flat face being offset at its top, an angle piece disposed in the offset in alignment with the angle piece on the opposite side of the door and a superposed door carried by the aligned angle pieces, whereby the first-mentioned door may be swung outwardly independently of the superposed door.

It seems to me we are not going to see much higher prices on corn. These late rains have made millions of bushels. In talking with my friends in Kentucky they say the late corn has come out amazingly, and where they thought they were not going to have any they now think they will have a fair crop.—W. T. McCray of McCray, Morrison & Co., Kentland, Ind.

It costs 65 cents a bushel to grow wheat in South Dakota, North Dakota and Minnesota, and only 39 cents in Saskatchewan. The University of Minnesota, since 1902, has kept a careful account of the income and expenditures of a number of farms in that state. The profits on the farms for three years, allowing the farmers, their wives and children wages at the prevailing rates, were only 4½ per cent. In 1908 and 1909 the profits rose to about 6 cents, which is the interest the farmer pays if his land is mortgaged.—Senator A. J. Gronna.





## Grain Carriers

Boats are offering to take wheat from Duluth to Buffalo at  $\frac{7}{8}$  cent per bu.

River service between St. Louis and New Orleans has been resumed by the Streckfus Line.

An extension of one of its branch lines into Saskatchewan from North Dakota is said to be contemplated by the C., M. & St. P. Ry.

The Lachine Canal of the St. Lawrence route passed 3,062,000 bus. wheat during August, against 2,872,000 bus. in August last year.

The grain elevation allowance cases, it is said, are set for review during the first two weeks of the approaching session of the United States Supreme Court.

Grain and grain product transshipment rules are declared unjust and discriminatory by the Southwestern Millers League in a complaint recently filed with the Interstate Commerce Commission against the Santa Fe and other roads.

The Interstate Commerce Commission has ordered that a refund of \$183 be made the Gt. Western Cereal Co. by the Michigan Central because of an overcharge on various carload shipments of molasses feed from Joliet, Ill., to various interstate points.

The cargo of the steamer City of Genoa which was sunk beneath the ferry landing at Sarnia, Ont., consisting of 100,000 bus. wheat and 100,000 bus. corn, has been purchased by the American Cattle & Poultry Food Co., of Binghamton, N. Y., and will be dried at Toledo.

The B/L validation and clearing house plan was denounced by southern bankers, exporters and cotton growers at a meeting September 18 in the New Orleans Cotton Exchange, as an unfair insurance against negligence of European buyers in dealing with irresponsible firms. It was resolved that "The remedy lies in enforcing the practice of more careful and discriminating business methods on the part of both the carriers and buyers of cotton." Cotton B/L validation at New Orleans was promoted by an agreement made Sept. 19 by the railroads to furnish steamer lines promptly with

copies of all thru Bs/L on all classes of freight, removing from cotton exporters the stigma, and protecting the banks on everything handled.

Surplus cars Sept. 13 are reported by the American Ry. Ass'n to have numbered 70,722, against 54,890 cars idle a year ago. The surplus of box cars at the time of the last report was 8,689, many being held in the northwest for grain shipping.

The Chicago & Alton has reinstated, by special permission of the Interstate Commerce Commission its former rates to Chicago on grain forwarded by way of the lakes. These rates are the proportionals applicable to thru all rail grain which were canceled Sept. 5.

The Interstate Commerce Commission on Sept. 20 refused to suspend the reduced rail and lake rate on flour from Minneapolis. The eastern trunk lines had requested suspension. The Duluth Traffic Bureau has filed a complaint with the Commission asking for a corresponding reduction at Duluth from 18 to 16 $\frac{1}{2}$  cents.

Nearly 100 large steel steamers are idle on the great lakes and could be employed for winter storage of grain at Chicago as well as at Buffalo. Conditions favor the holding of considerable grain at Chicago in boats this winter, as the stock is large and will be larger when the corn crop moves. The directors of the Chicago Board of Trade for the first time in the history of that organization have authorized the classification of boats as regular elevators for the delivery of their contents on contract.

## NEW ELEVATOR AT GRELTON, O.

Ohio dealers are building more modern houses each year, and naturally handle all grain brot to them to better advantage. The Grelton Grain & Seed Co. has a new 16,000 bu. elevator, which is illustrated herewith, and contains 7 cribbed bins, 2 dumps, 2 stands of elevators, a Western Sheller and Gyrating Cleaner, a 5,000 bu. Automatic Scale, No. 8 Bowsher feed mill and a 30 H. P. steam engine boiler. The plant was built by A. H. Richner.

The officers of the company are Frank Krane, pres.; Willis Jackson, sec'y.



New Elevator of Grelton (O.) Grain & Seed Co.

Buy a  
**SONANDER**  
Automatic Scale  
and you won't have to guess  
**THE WINTERS-COLEMAN SCALE CO.**  
SPRINGFIELD, OHIO

## SALESMEN WANTED

IN EVERY STATE  
NINETY PER CENT

Ninety Per Cent of all those who have made a success in the business life, began as salesmen or solicitors.

The man who enters into the work of a solicitor with determined energy never fails.

## The Worker Always Wins

I am looking for salesmen in every state, and I will show them how they can make more money than with anything they are doing. I PAY SALARIES to men who will show me they can make good. Send me your address and I will explain to you my plan of work and my salary offer. Write today.

**GEO. F. CRAM**  
55 to 61 Market St. CHICAGO, ILL.

## Kennedy Car Liners

—ARE—

the surest protection obtainable against leakages in transit.

They range in price from 50 cents to \$1.50 per car.

For full particulars write to  
**Fred W. Kennedy, Shelbyville, Ind.**



The  
**National City Bank**  
of Chicago

105 South Dearborn Street

Capital \$2,000,000 Resources \$29,300,000  
Surplus and Undivided Profits \$500,000

Approved by Chicago Board of Trade  
as a Margin Depository

**We allow 2% Interest**  
on All Margin Deposits

### OFFICERS:

DAVID R. FORGAN, President  
ALFRED L. BAKER, Vice President  
H. E. OTTE, Vice President  
F. A. CRANDALL, Vice President  
L. H. GRIMME, Cashier  
W. T. PERKINS, Asst. Cashier  
W. D. DICKEY, Asst. Cashier  
HENRY MEYER, Asst. Cashier  
A. W. MORTON, Asst. Cashier  
WM. N. JARNAGIN, Asst. Cashier  
WALKER G. McLAURY, Asst. Cashier  
R. U. LANSING, Mgr. Bond Dept.  
M. K. BAKER, Asst. Mgr. Bond Dept.

The paper the Grain Dealer  
supports, because it supports  
the Grain Dealer—

**GRAIN DEALERS JOURNAL**



### NEW TWELVE-STORY OFFICE BUILDING.

The accompanying cut shows the new twelve-story office building now being erected on the corner of 41st Street and Madison Avenue, New York City, for the H. W. Johns-Manville Co., who will occupy it in its entirety about May 1st, 1912, as the general offices and New York salesrooms of the concern.

It was the desire of the owners to have a distinctive building, and the early Ital-



ian Gothic architecture was selected. This style of architectural treatment has not heretofore been employed for buildings of this character, and in this respect the edifice will be unique.

The large windows on the lower stories will be of bronze, and the vestibule and entrance hall of Italian marble. The entire ground floor will be devoted to the retail department. It will be finished entirely in marble and Caen stone, and the soffits of the beamed ceiling will be brought out in color from various Italian examples.

The building has been designed so that all four sides will be attractive. It will be known as the "Johns-Manville Building" and will have the unique distinction of being one of the few twelve-story structures to be entirely occupied by a

manufacturing concern for office purposes.

The building will be of fire-proof steel construction throughout, and will contain two passenger elevators of the latest type. Each floor will have an area of 2,500 square feet, or a total area for the twelve floors and basement, which will extend under the sidewalks, of 34,500 square feet.

An unusual feature connected with this building will be the fact that the tenant manufactures and will furnish a considerable part of the equipment of the structure. Among the various materials which the H. W. Johns-Manville Co. will install will be the following: J-M Asbestos Roofing, J. M. Asbestos Plaster, J-M Lio-lite System of Lighting, J-M Conduit for wiring, Flushometers, J-M Sanitor Seats, Electrical accessories, Waterproofing, Keystone Hair Insulator, J-M Asbestos Wood, Fire Extinguishers, J-M Asbestos-Sponge Felted and J-M Asbestocel Pipe Coverings, etc.

Fire-proof materials will be used throughout the structure. Modern systems of heating and ventilating will be employed, and the building will rank, architecturally and otherwise, among the handsomest and most substantial office structures in New York.

### MONARCH EAR CORN Crusher.

Altho crushing ear corn may be considered somewhat coarse work, yet the appearance of the meal and the power taken to drive the mill materially affect the profit side of the feed grinder's accounts. A machine particularly well adapted to this use is the Monarch Ear Corn Crusher, illustrated in the engraving herewith. The frame of the machine is cast in one solid piece, and the drive shaft extends thru the base so it can be driven from either side.

The quality of the finished feed is controlled by hand-screws raising or lowering the supporting bar holding the step box upon which the grinding parts rest, to grind either coarse or fine as desired. The crushing parts are composed entirely of the best white iron, and the ribs are all set on a slant, so that the greatest amount of crushing may be done with a

minimum of power. Thus the machine is light running and easy to operate.

Monarch Crushers are made in sizes of 12 to 200 bus. per hour capacity by the manufacturers, Sprout, Waldron & Co., Muncy, Pa., who will give Journal readers additional information upon application.

### CHANGES IN GRAIN RATES.

As shown by tariffs recently filed with the Interstate Commerce Commission, the carriers have made the following changes in rates:

Toledo & Western in Sup. 5 to ICC 422 gives the rate on grain and products from Toledo & W. stations to Fitch, O., when destined to points beyond; Oct. 5.

Soo Line, in ICC 3008, gives the rate on corn, oats and wheat from Wis. and Minn. points to Gladstone, Mich. (when for forwarding east via lakes), Sept. 11.

Rock Island will make a rate effective Oct. 17 on flaxseed, 4c; wheat, 3c; corn, rye, oats and barley, 3c; between St. Paul, Minneapolis, Minnesota Transfer, So. St. Paul and Newport, Minn.

T., St. L. & W. has issued Sup. 13 to ICC A3 giving the charges on grain and grain products from C. & A., Ill. Term. and Ia. Cent. stations to Atlantic seaboard and interior points; Oct. 1.

Wabash will make a rate, effective Oct. 12, on corn, oats, rye and barley, from Des Moines, Ia. (originating beyond) to Bowling Green, Troy, Owens, Briggs, Davis, Mo., and rate points, 8c.

C., R. I. & P. has issued Sup. 8 to ICC C-8737, giving the rate on grain and products from its stations and stations on the St. Paul & K. C. Short Line in Ia. to Ark. and La. points; effective, Oct. 12.

C. & O. of Indiana makes rates effective Oct. 7 on grain and grain products to Cincinnati, O., from Hoovers, Ind., 7½c; from Amboy, Ill., 6c; from Raymond, Peoria, Ind., New Kirk, O., 4½c.

C. & A. will make effective Oct. 8 a rate on wheat from Kansas City, St. Joseph, Mo., Elwood, Kan., to Fetzern, Ill.; 10½c; corn, rye, oats, barley, millstuff, from and to the same points, 9½c.

Toledo & Ohio Central will make a rate, effective Oct. 16, on barley, buckwheat, corn, kaffir corn, rye, speltz and wheat, to Fostoria, East Columbus, East Liberty Peoria, Zanesville from Amlin, 6c.

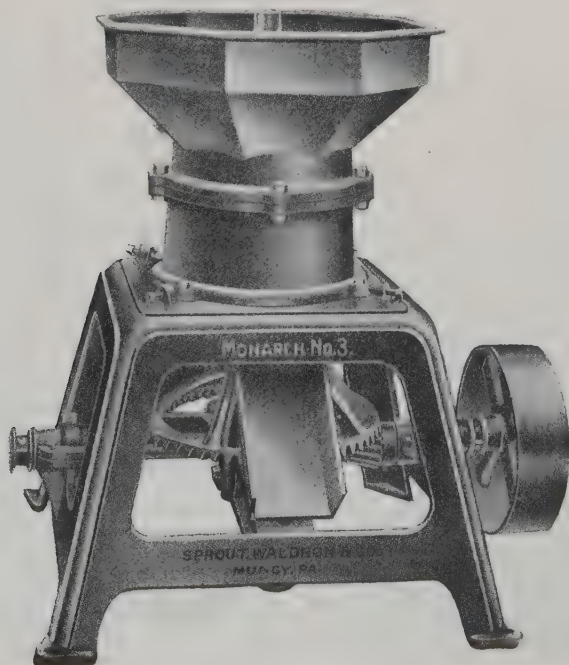
Wabash will make a rate on grain, effective Oct. 3, from Peoria, Ill., to Chicago, 4c; wheat, from Chicago to Murphysboro, Ill., 8c; Denton, Zeigler, Cartersville, Marion and Herrin, Ill., 10c.

Mo. Pac. in Sup. 2 to ICC A1795 gives the rate on grain and products from stations in Mo., Kan., Neb. and Iowa to St. L., I., M. & S. stations and connections in Ark., Mo. and Okla.; effective Oct. 14.

N. Y. C. & St. L. makes a rate effective Oct. 1 on grain and grain products, from Buffalo, Buffalo Junction and East Buffalo, N. Y., to Lodi, O., 8c; Westfield, N. Y., 5½c; from Erie, Pa., to Lodi, O., 6½c.

Lake Erie & Western makes a rate, effective Oct. 1, on grain from Peoria, Ill., to Baltimore, 13c; Boston, 14½c; Newport News, Va., 13c; New York, 14½c; Norfolk, Va., 13c; Philadelphia, 13½c, for export.

Mo. Pac. will make rates effective Oct. 10 on grain and products between Cairo and Gale, Ill., 6c; Thebes, Ill., 4.6c; wheat between Klondike, Ill., and Gales, Ill., 3.3c; Cairo, Ill., 4.4c; Thebes, Ill., 4.6c; wheat between Cairo, Ill., and Gale and Thebes, Ill., 5.1c.





Alton in Sup. 15 to ICC 79 gives the rate on grain and grain products between Chicago and Joliet, Ill., Peoria or Pekin, Ill., East St. Louis, Ill., St. Louis, Mo., Toledo, O., Detroit, Mich., Chicago, Ill., and Ill. points; Oct. 8.

KC Sou will make a rate effective Oct. 21 on wheat of 10c; corn and linseed meal, 8c; flaxseed and millet seed, 13c; broom corn, 28c; between Kansas City, Mo.-Kan., Independence and Leeds, Mo., and rate points, and Joplin, Rex, Saginaw, Tiffin, Ford and Neosho, Mo.

Pere Marquette makes a rate Oct. 1 on grain and products from Belfast, Benton Harbor, Hanna, Holt, LaCrosse, Laporte, Machler, Magee, New Bedford, Poorhouse, Springville, Thomaston and Wellsboro, Ind., to Addition, Adrian, Charlotte, Mich., Chatfield, O'Guin, Ind., 8c.

Philadelphia & Reading makes a rate on barley from points taking a New York rate basis to Chicago, 20½c; Detroit, Mich., 16c; Manitowoc, Wis., 20½c; Milwaukee, Wis., 20½c; Toledo, O., 16c; brewers' rice, from Philadelphia to Springfield, Mass., 11c; effective Oct. 1.

B. & O. SW. will make a rate effective Oct. 11 on grain products, from Brownstown, Seymour, Ind., to Aviston, Beckenmeyer, Breese, Carbon, Carlyle, Caseyville, East St. Louis, Ferrin, Firmar, Huey, Lebanon, O'Fallon, Ill.; St. Louis, Mo., Summerfield and Trenton, Ill., 10c.

Soo has set rates on grain and products from Minneapolis, St. Paul, Minnesota Transfer, Minn., Amery, Osceola, Rice Lake St. Croix Falls, Frederic, Ridgeland and Reserve, Wis., to Albany, N. Y., 21c; Baltimore, Md., 18½c; Buffalo, N. Y., 15c; Philadelphia, 19½c; in effect Oct. 5.

Mo. Pac. will make effective Oct. 9, from Kansas City, Mo., to Memphis, Tenn., when originating at Abbott, Neb., wheat and articles taking the same rates, 13c; corn and articles taking the same rates, 12c; when originating at Adams, Neb., wheat and articles taking the same rates, 11.65c; corn, 10.50c.

Burlington gives grain and products rates from Mt. Morris, Md., Forreston, Ill., to Metropolis, Ill., local, 11c; to Brookport, Cairo, Metropolis, Mounds, Ill., and Evansville, Ind., when for points in Carolina and southeastern territories, 11c; wheat and buckwheat, from La Crosse, Wis., to Buffalo, N. Y., 20c; Oct. 2.

K. C. Sou. has issued Sup. 5 to ICC 273 giving the rate on grain and grain products, from points in Okla. and Kan. on Ft. S. & West, Midland V., Mo., Okla. & Gulf and St. L., El Reno & West. to Texarkana, Ark.-Tex., New Orleans, La., Jackson, Meridian, Vicksburg, Miss. and other La. and Miss. points; effective Oct. 14.

Rock Island will make effective Oct. 16 a rate on flaxseed, 12.5c, wheat and corn, 10c; between Keokuk, Ia. and Chicago; flaxseed, 10c; wheat and corn, 8.5c, between Keokuk, Ia., and Peoria, Ill.; between Burlington, Ia., and Chicago, flaxseed, 12.5c; wheat and corn, 8c; between Burlington, Ia., and Peoria, Ill., flaxseed, 10c; wheat and corn, 6c.

Mobile & Ohio will make effective Oct. 10 a rate on corn, oats, rye and barley, from East St. Louis, Mo., to Mobile, Ala., New Orleans and Port Chalmette, La., 10½c; from Cairo, Ill., to same points, 9½c for export; wheat, to Mobile, Ala., New Orleans, Port Chalmette, La., from Berkeley, Ky., Cayce, Ky., Bruces, Crockett, Dyer, Fruitland, Tenn., 14c.

Wabash will make a rate on grain from Kansas City, Mo. (originating beyond), to Duluth, Minn., and Superior, Wis., wheat, 15½c; corn, oats, rye and barley, 14½c; effective Oct. 10.

Gt. Northern makes a rate effective Oct. 4 on grain, flaxseed or millet seed between St. Paul, Minneapolis, Minnesota Transfer, Minn. and Hobart, Parent, Foley, Ronneby, Oak Park, Estesbrook and Foreston, Minn., 7.5c; between Duluth, Minn., Superior, Wis., and Hobart, Foley, Parent and Ronneby, 9c; Oak Park, Estesbrook, 8.5c; and Foreston, Minn., 7.5c.

Northern Pacific makes rates, effective Oct. 1, on wheat, corn, oats, rye, flaxseed, barley and articles taking the same rates to St. Paul, Duluth and points taking the same rates from Lothrop, Mont., 48c. Oct. 2, wheat, corn, oats, rye, flaxseed, barley and articles taking the same rates from Riddle, Kilo, Mont., to St. Paul, Duluth and points taking the same rates, 42c.

Mo. Pac. will make a rate on grain and products, effective Oct. 14, from Kansas City, St. Joseph, Independence, Atchison, Leavenworth, Elwood, Kan., Omaha, Council Bluffs, South Omaha and points taking the same rates, to Elmore, Ark., to Post and Pipe Spur inclusive, wheat and articles taking the same rates, 6c; flour, 8c; oatmeal, 7c; corn, 5c; corn meal, 7c; hemp seed, 6c; flaxseed, 6c.

The C. & N. W., thru its agt., W. H. Hosmer, announces rates effective Sept. 15 on grain products to shipside, Algiers, Galveston, Gretna, Gulfport, Mobile, New Orleans, La., Pensacola, Port Arthur, Tex., Port Bolivar, Port Chalmette, La., Texas City, Tex., and Westwego, non, New Albany, Ind., Owensboro, Ky., sonville, Ind., Louisville, Ky., Mt. Ver-La., from Evansville, Henderson, Jefferson, 10½c.

C., St. P., M. & O. has made a reduction of 1½c per 100 lbs., effective Oct. 5, on barley, buckwheat, corn, oats, rye, speltz and wheat from St. Paul, Minneapolis, Minnesota Transfer, Stillwater, Minn., and points taking the same rates to eastern and Canadian basing points, applicable via Erie & Western Transportation Co., Anchor Line, Mutual Transit Co., Western Transit Co. and Port Huron & Duluth Steamship Co.

Mo. Pac. has set rates on barley, corn, oats, rye and wheat, from Council Bluffs, Ia., Nebraska City, Omaha and So. Omaha, Neb., originating beyond, to Freeport, Kan., 18c; Hinton Spur, Anthony, Shook and Ruella, Kan., 18½c; corn, oats, rye and barley, 10½c; wheat, 11½c; from St. Louis, Carondelet, Mo., and East St. Louis, Ill. (originating beyond, to Gretna, New Orleans, Port Chalmette and Westwego, La. (for export to all countries except Europe, Asia and Africa), wheat, corn, oats, rye and barley, 10½c.

Pennsylvania will spend \$50,000,000 to improve 7,000 miles of highway extending into every county.

A bucket-shop in Paris was raided Sept. 13. The manager was caught by the market and failed for about \$800,000.

The Pennsylvania Millers' Mutual Fire Ins. Co. has been granted a license by Wisconsin's Commissioner of Insurance.

We like the Grain Dealers Journal much and think if dealers would follow its teachings we would have no complaints to make of overbidding, storing grain free and other methods of giving away profits. —Bowles & Billings, Grundy Center, Ia.

# O'GARA COAL COMPANY

PRODUCERS AND SHIPPERS OF

HARRISBURG, ILL., SPRINGFIELD DISTRICT, ILLINOIS, LINTON  
and CLINTON DISTRICTS, INDIANA, CAMBRIDGE, OHIO,  
and FAIRMONT, WEST VIRGINIA, COAL

Grain Elevator  
Trade Given Our  
Special Attention

Annual Output  
7,000,000 Tons

MARQUETTE BUILDING,

CHICAGO, ILLINOIS



## Supreme Court Decisions

### Express Shipment Violation of Contract.

—Where a contract required the seller to ship the goods by freight, and he shipped them by express, it was a violation of the contract, which released the buyer from obligation to receive the shipment.—*Clauss Shear Co. v. Alabama Barber Supply Co.* Appellate Court of Alabama. 56 South. 49.

**Delay by Carrier.**—Where a shipment of potatoes was delayed by the carrier, it was the duty of the consignor to call for them, and if he was damaged he might sue therefore, but he could not refuse to accept the shipment and sue as for conversion.—*Chicago, R. I. & P. Ry. Co. v. Neusch.* Supreme Court of Arkansas. 139 S. W. 697.

**Delay in Delivery.**—Where a contract required the goods to be shipped immediately after the latter part of August, but they were not shipped until November 11, the delay was unreasonable, avoiding the obligation of the contract, unless waived by the buyer.—*Clauss Shear Co. v. Alabama Barber Supply Co.* Appellate Court of Alabama. 56 South. 49.

**Inspection Fees.**—A state may, as incidental to its power to enact valid inspection laws, impose a reasonable charge for the purpose of defraying the expense of the inspection, the charges being justified only on the ground that they are regulation expenses imposed for the purpose of laying the burden of executing the law upon the property involved.—*Messenger v. Commissioners of Converse County.* Supreme Court of Wyoming. 117 Pac. 126.

**Evidence of Larceny of Wheat.**—In a prosecution for the larceny of wheat, samples of wheat received by a witness for the state from the sons of the prosecuting witness, as taken from the granary and shed where the larceny was committed, was incompetent as evidence, in the absence of evidence that the sample was in fact taken from the wheat stored on the premises of the prosecuting witness.—*State v. Nelson.* Supreme Court of Utah. 117 Pac. 71.

**Fire from Railroad Engine.**—The negligence of a railroad company causing a fire by a passing engine, may be proved by circumstantial evidence, but the mere fact that a building adjacent to a track was burned an hour or more after a train had passed, without any proof that the fire came from the passing engine, or that the appliances of the engine were defective, or that there was negligent operation, does not show actionable negligence.—*Thorgrimson v. Northern Pac. Ry. Co.* Supreme Court of Washington. 117 Pac. 406.

**Validity of Malting Contract.**—A contract by which the first party agreed to malt for the second party during the season "from 400,000 bu. to 500,000 bu. of barley," and to ship the malt monthly, and the second party agreed to pay for the work monthly, is not unilateral, but by necessary implication the second party undertook to furnish during the season a minimum quantity of 400,000 bushels of barley to be malting under the contract.—*Feuchtwanger v. Manitowoc Malting Co.* U. S. Circuit Court of Appeals. 187 Fed. 713.

**Review of Rate by Commerce Court.**—Since the fixing of a schedule of interstate rates by the Interstate Commerce Commission is a legislative act, such schedule cannot be disturbed by the commerce court on complaint of a shipper as unconstitutional high unless it clearly appears that the rates so fixed are so high as to be violative of the shipper's constitutional rights, guaranteed by the fifth amendment to the federal Constitution.—*Hooker v. Interstate Commerce Commission.* U. S. Commerce Court. 188 Fed. 242.

**Injury While Unloading Car of Hay.**—Plaintiff and other employees of defendant railroad company opened a car load of hay to unload it, and when it was opened two of the bales, all of which were standing on end, fell upon plaintiff, injuring him. There were no cleats across the door opening to prevent the hay from resting against the door. Held, that defendant was not negligent because the bales were not laid down, instead of on end, or because of the absence of cleats.—*Lewis v. New York, O. & W. R. Co.* Supreme Court of New York. 130 N. Y. S. 917.

**Delivery of Freight.**—The common-law rule that, in the absence of a special contract or usage to the contrary, common carriers by land are bound to deliver or tender goods to the consignee at his residence or place of business, has never been applied to railroads, which are exempt from the duty of personal delivery, and are bound only to carry the goods to the depot or station to which they are destined, and there hold or place them in a warehouse ready for delivery on demand of the consignee after notifying him of their readiness to deliver.—*Atchison, T. & S. F. Ry. Co. v. Interstate Commerce Commission.* U. S. Commerce Court. 188 Fed. 229.

**Recovery for Loss of Seed.**—Under Comp. Laws 1907, § 20, providing that if any cattle shall trespass or do damage upon the premises of another, the aggrieved party, whether he be the owner or occupant, may recover against the owner of the cattle, plaintiff, who purchased lucerne seed from the owner of land and left it in an inclosed field to dry, was an "occupant" within the purview of the statute, and might support an action against the owner of cattle which trespassed upon the field, and ate and ruined the seed, without pleading or proving negligence; the statute apparently warranting a recovery for injury to personalty as well as to real estate.—*Peterson v. Petterson.* Supreme Court of Utah. 117 Pac. 70.

**Shipper May Sue in State Court.**—Under Interstate Commerce Act Feb. 4, 1887, c. 104, § 9, 24 Stat. 382 (U. S. Comp. St. 1901, p. 3160), providing that any person damaged by a carrier subject to the provisions of the act may either make complaint to the Interstate Commerce Commission, or may sue for the damages for which such carrier may be liable under the act in any District or Circuit Court of the United States of competent jurisdiction, and section 22, providing that nothing in the act shall abridge or alter the remedies existing at common law or by suit, but that the provisions of the act shall be in addition to such remedies, a shipper damaged by unjust discrimination in freight charges on interstate commerce shipments may, as at common law, sue the carrier in a state court.—*Chas. H. Lilly Co. v. Northern Pac. Ry. Co.* Supreme Court of Washington. 117 Pac. 401.

**Carrier Liable for Failure to Trace.**—A B/L which was signed both by the shipper and the agent of the carrier, contained on its face a statement that the property shipped was received subject to the conditions on the face and back of such bill. On the back of the bill, among the printed conditions, was the following: "Claims for loss or damage must be made in writing to the agent at the point of delivery promptly after the arrival of the property, and if delayed for more than 30 days after the delivery of the property, or after due time for the delivery thereof, no carrier hereunder shall be liable in any event." At the bottom of the conditions was printed the following: "N. B.—All claims for loss or damage to freight, or for overcharge under this B/L, will be promptly investigated upon application to O. B. Bidwell, Jr., freight claim agent, Portsmouth, Va., with original B/L and paid freight bill attached." An action was brought against the initial carrier, under Civ. Code 1910, §§ 2771, 2772. Held, that the fact that the demand for tracing was made more than 30 days after the arrival of the goods at their destination did not authorize a nonsuit.—*Davis & Brandon v. Seaboard Air Line Ry.* Supreme Court of Georgia. 71 S. E. 428.

**Oat Feed Defined.**—Since the term "oat feed" in its ordinary acceptation does not mean the whole oat grain, either crushed or ground, but instead means that part of the grain which remains after the miller subtracts the portions useful for human food, consisting of nubbins, middlings, hulls, and oat dust, a compound substance sold in packages under the name "Corno Horse and Mule Feed," and described on the package as a "mixture of ground alfalfa, oats, corn, alfalfa, oat and hominy feeds," with the name of the manufacturer and place of manufacture, followed by an analysis of its contents, was not misbranded in violation of the food and drugs act (Act Cong. June 30, 1906, c. 3915, 34 Stat. 768 [U. S. Comp. St. Supp. 1909, p. 1187]), because it contained an excess of oat hulls in compound and not the whole ground oats.—*United States v. One Carload of Corno Horse and Mule Feed.* U. S. District Court, Alabama. 188 Fed. 453.

**Forged Bs/L.**—Bankrupts, having sold a quantity of cotton through their broker to various Italian spinners, forged certain Bs/L purporting to show shipment of the entire quantity to be carried to New Orleans and thence to Genoa by the line specified in the contract, consigned to the shippers' order, with instructions to notify the broker. They then drew drafts for the value of the cotton at the price for which it had been sold, and annexed the fraudulent Bs/L, together with the insurance certificates and invoices, the whole apparently in strict conformity to the contract, discounted the drafts, and received the money. The spinners ultimately paid the drafts. More than two months after the time the cotton should have been delivered under the contract, the bankrupts did ship an identical quantity of cotton, consigned according to the forged bills, and after obtaining Bs/L for this cotton held the same in their hands, but, before the cotton had cleared the port, bankruptcy intervened, and a quantity of it was claimed by the receivers from the steamship on which it had been placed. Held, that, the contracts of sale being valid, they were fulfilled and became executed when the cotton was actually delivered to the carriers, the stipulations as to time of delivery, time and manner of payment being incidental merely, and that the bankrupts and their trustee were estopped to deny that the cotton shipped belonged to the buyers.—*Lovell v. Isidore Newman & Son.* Circuit Court, Louisiana. 188 Fed. 534.

## SELLER TO FURNISH Weight Certificate and Specified Billing.

*Texas Grain & Elevator Co., plaintiff, v. Ft. Worth Grain & Elevator Co., defendant, before arbitration committee of Texas Grain Dealers Ass'n. Decision sustained on appeal to executive committee.*

Plaintiffs purchased from defendants a certain lot of wheat on Ft. Worth weights. The evidence submitted shows that no certificates of weight were furnished by defendants, and it developed that the weight by the mills who received the wheat at destination showed a small shortage, amounting to a total of \$13.51. The committee holds that it was the duty of plaintiffs under this contract to have furnished certificates of weight with the other papers, and that their failure to do so renders them liable to defendants for the amount of the shortage.

Plaintiffs bot a lot of wheat from defendants at a specified price delivered basis Group 1 points in Texas, agreeing to specify to defendants, destination when the wheat was ready to be loaded. It appears, thru some misunderstanding, one of the cars was billed to San Antonio. When defendants tendered this B/L, plaintiffs refused to accept it, stating that they, the plaintiffs, ordered the wheat to go to Galveston. To this, it appears that defendants made no objections, but proceeded to deliver the B/L to the railroad company, and secured from the railroad company in its stead a diversion order, showing that defendants had instructed that the car be diverted to Galveston. On receipt of this document, plaintiffs then paid for the wheat.

Later it developed that the car arrived at San Antonio and the railroad company declined to make the diversion. Plaintiff then



tendered to defendants the papers for this car wheat and demanded that they be refunded the amount paid to defendants. This demand was refused, defendants claiming at that time that they had used their best efforts to get the car diverted and were not responsible for the failure of the railroad company to comply with their request that this be done. Plaintiffs then proceeded to sell the car, which was done at a loss of \$27.16, and make claim on defendants for this amount.

It appears to the committee from the action of defendants when plaintiffs refused to accept the B/L, showing San Antonio as destination, that they recognized an obligation to deliver the wheat at Galveston, and, in the absence of any evidence to the contrary, the committee holds that this obligation rested upon the defendants, and that they are properly chargeable for whatever loss that accrued to plaintiffs by failure to ship the wheat to Galveston.

We, therefore, find in favor of the plaintiffs for the amount claimed, and hereby order the Ft. Worth Grain & Elevator Co. to pay to the Texas Grain & Elevator Co. at Ft. Worth, Texas, \$40.67, and instruct the Secretary to return to the Texas Grain & Elevator Co. the deposit fee.

C. L. Moss, E. W. Rollow, Committee.

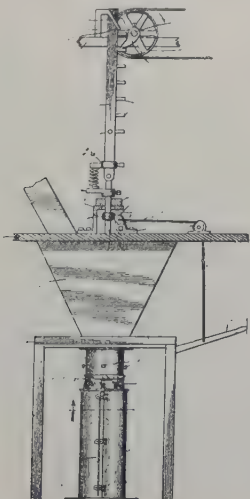
According to Prof. Geo. A. Dorsey, a grain elevator man of China is a pawnbroker. In a trip up the Pearl River from Honk Kong to Canton, he found beautiful scenery and many picturesque villages, with brown brick walls and red tile roofs. "In the center of each village," he writes, "is a tall grain elevator, which alone rears its pawnbrokering head, for here the elevators are pawn shops."

## A New Feed Packer.

The improved feed packing apparatus illustrated in the engraving herewith was invented by Robert Maxwell, who has assigned one-half the rights in letters patent No. 1,003,006 thereon, to Henry C. Draver.

The apparatus comprises a bin having a spout, a downwardly tapering mouthpiece fitting slidably in the spout, means for securing a sack around the spout, a casing to inclose the sack below the spout, a plunger, means whereby the plunger may be reciprocated and at intervals attain increasing altitudes, the plunger at or before the end of the last movement engaging and closing the mouthpiece and causing it to move upward in the spout. The collar is movable with the plunger and is automatically underlaid by a catch when the plunger has attained its most elevated position.

Extending upward from the plunger thru the spout and bin is a rod having an extension pivoted to it and provided with a series of pins at different altitudes, these pins being engaged by a crank arm successively to raise the plunger predetermined distances.



A New Feed Packer.

## Feedstuffs

The Brooklyn Eltr. & Mfg. Co. has been granted the use of the word "Bemco" as a registered trade mark for stock and poultry food.

Herman G. Cherry, of Kansas City, Mo., has registered trade mark No. 52,000, consisting of the word "Ko-pres-ko," to designate his brand of stock food.

O. E. Luther, who is chief clerk in the office of Commissioner of Agriculture T. F. Peck, of Tennessee, has prepared a digest of all the feed and seed laws of the state.

A Chicago distillery recently made a shipment to Germany of 360 tons of ground corn cobs. This will be mixed in with other rough feed and used for feeding live stock.

"Fattening Poultry" is the title of Bulletin No. 140, just issued by the Bureau of Animal Industry of the U. S. Dept. of Agriculture, describing methods of fattening poultry on a large commercial scale.

The German government has reduced the railroad rate on feedstuffs 50% because of the failure of forage crops. The authorities are very desirous of maintaining the number and standard of the live stock.

Poison in flaxseed screenings has caused the death recently of many animals in North Dakota, and to solve the mystery Professor Ince carefully experimented with screenings, making analyses and feeding the screenings to stock. The symptoms of the animals affected were twitchings in the hind legs and back, falling to the ground, convulsions and weak heart action. The analysis showed in the first lot of screenings 0.2169 grams hydrocyanic acid. Another lot of screenings showed 0.408 grams to the pound. Immature seed bolls of flax analyzed showed 0.7726 grams of hydrocyanic acid to the pound. The conclusion of Professor Ince is that "It is clearly evident that flaxseed screenings do contain an active poison, prussic acid, in sufficient quantity to cause death of animals even when the screenings are fed in moderate quantity."

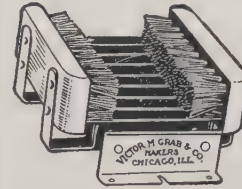
## EXPORTS OF CANADIAN Grain in Bond.

Canadian wheat in transit to foreign countries was received and shipped from American ports on the Atlantic seaboard during the year prior to July 1 as follows: Baltimore, 2,200,518 bus.; Boston, 5,158,468 bus.; New York, 9,565,752 bus.; Philadelphia, 3,703,181 bus.

A summary of the various grains that passed thru these five ports during the year prior to July 1, in transit from Canada to foreign ports, shows the following totals: Barley, 207,797 bus.; buckwheat, 249,124 bus.; oats, 1,273,053 bus.; wheat, 24,192,228 bus.; beans and peas, 131,607 bus., as reported by O. P. Austin, chief of the Bureau of Statistics.

During the year prior to July 1 we exported 181,963,046 lbs. of glucose, 25,316,709 lbs. of corn oil and 83,384,870 lbs. of corn oil cake; against 149,820,088 lbs. of glucose, 11,299,332 lbs. of corn oil and 49,108,598 lbs. of corn oil cake exported in the previous year, as reported by O. P. Austin, chief of the Bureau of Statistics.

## GRAB'S POPULAR NOVELTIES



### GRAB'S FOOT SCRAPER

Appeals chiefly to housewives. In the interest of clean houses and sanitation. Cleans the sole by means of ten parallel enameled cleaning plates and brushes sides of shoe at same time. Keeps dust, dirt, mud and germs out of the house. Easily rotated and cleaned or swept under. Fastens on step, walk or any handy place. Lasts a lifetime. Sanitary. Teaches cleanliness. Thousands of them in use both city and country. Price only \$1.00

## GRAB'S KEYLESS BASKET BANK

Made entirely of best cold rolled steel, oxidized copper finish. Has locking device unlike any other safe. Holds \$30.00 in dimes. First dime locks—every fifth dime unlocks. You can't open it with an ax once it's locked. As each dime is deposited amount is registered on dial. Size of bank 2 1/2 x 3 1/2 inches. Weight 14 ounces. Will last a life—nothing to break or get out of order. Price 75 cents.



### GRAB'S Lucky Horse Shoe BANK

A hit with both children and grown-ups. Teaches the saving habit. May be worn on watch chain or key ring, or carried in pocket. Made of brass, heavy nickel-plated. Lasts forever. Opens automatically when 10 dimes are deposited. Cannot be opened otherwise. Price 10 cents, postpaid.



### GRAB'S WONDER LIGHTER

A new and taking novelty just out. Produces a spark which lights all gas and gasoline burners. Each lighter good for 5,000 lights or flashes. Nice to hang on every gas jet in the house. Does away with litter of half burnt matches and prevents unsightly scratching of wall paper or woodwork. Price 10 cents, postpaid.

Write for Best Prices at once

**Victor M. Grab & Co.**

1102 Ashland Block

CHICAGO, ILL.



## Supply Trade

Muncie, Ind.—The Muncie Gas Engine Co. is erecting a new factory, which will give it a materially increased output.

Chicago callers: M. J. Young of the Philip Smith Mfg. Co., Sidney O.; Fred W. Kennedy, manufacturer of the Kennedy Car Liner, Shelbyville, Ind.

E. G. Hodges of Kaucher, Hodges & Co., elvtr bldrs of Memphis, Tenn., was married recently and started north on a honeymoon. Any one sighting the happy man will please pull him to earth and start him home.

Minneapolis, Minn.—A recent contract awarded The Barnett & Record Co. is an 8-story fireproof mill building for the Bay State Milling Co., of Winona, Minn., to replace the one recently burned.

Huntsville, Ont. — The Paget Grain Door Co., Ltd., with capital of \$250,000, has been incorporated to take over the patent rights of the Paget Grain Door and to manufacture and sell same.

St. Louis, Mo.—Thos. M. Sterling is now connected with the Jos. F. Wangler Boiler & Sheet Iron Works Co., paying special attention to the steel tank elevator work, traveling in Illinois, Missouri, Kansas and adjoining states.

Kansas City, Mo.—The Murphy Mfg. Co. has entered the mill and elevator supply business, and will be located at 7th & Baltimore Sts. W. J. Murphy was formerly with the Webster Mfg. Co. of Chicago, and has had extensive experience in this line.

Chicago, Ill.—The W. S. Tyler Mfg. Co., largely engaged in the manufacture of wire in Cleveland, will extend its manufacturing departments to include Chicago, having purchased the entire holdings recently occupied by the Webster Mfg. Co., 2410-2432 W. 15th St. The property comprises a 5-story office and machinery building and one-story foundry and has a total area of 78,626 sq. ft. The Webster Co. has recently constructed a \$300,000 plant at Tiffin, O., where it will manufacture elevator machinery of all kinds.

Wheeling, W. Va.—The Wheeling Corrugating Co. has purchased the business and equipment of The Twitchell Iron Works, Kansas City, Mo., and has leased the plant for 10 yrs. It will be operated as its Kansas City branch, with H. J. Morgan as manager.

Chicago, Ill.—F. M. Smith has just returned from a visit to the Huntley Mfg. Co., Silver Creek, N. Y., and reports that the factory is very busy, with all the work in sight that it can do. The large order of the Canadian government, possibly the largest exclusive separator order ever taken, is well under way.

Minneapolis, Minn.—The Day Co. has secured the two-story building at 38 S. 12th St. and remodeled it for its general office, formerly located in the factory. The old office space will be added to the carpentry and woodworking dept. There has been a constant demand for the Day Dust Collecting System, and the plant has been very busy during the summer.

Peas and beans shipped from Hamburg, when of German growth, usually originate in Saxony. The producers gather and dry and ship in the pod to Hamburg millers, who hull, clean and classify by mechanical means. Three different machines are employed, but require so much labor that German millers would be glad to purchase improved American machinery if the three essential operations could be performed.

Chicago, Ill.—Among the exhibitors at the coming American Exposition of Brewing Machinery, Material & Products, at the Coliseum, Oct. 12-22, are: Am. Hominy Co., Indianapolis, Ind.; Am. Malting Co., New York, N. Y.; Avery Scale Co., North Milwaukee, Wis.; Barnard & Leas Mfg. Co., Moline, Ill.; Barry Wehmiller Mchry. Co., St. Louis, Mo.; Geo. Bullen & Co., Chicago, Ill.; Calumet Malting Co., Chicago, Ill.; Chain Belt Co., Milwaukee, Wis.; Allis-Chalmers Co., Milwaukee, Wis.; Chilton Malting Co., Chilton, Wis.; Columbia Malting Co., Chicago, Ill.; Corn Products Refining Co., New York, N. Y.; Electric Malting Co., Minneapolis, Minn.; Fairbanks, Morse & Co., Chicago, Ill.; General Electric Co., Schenectady, N. Y.; Hanson Malting Co., Milwaukee, Wis.; S. Howes Co., Inc., Silver Creek, N. Y.; H. W. Johns-Manville Co., Chicago, Ill.; John Kam Malting Co., Buffalo, N. Y.;

Chas. A. Krause Milling Co., Milwaukee, Wis.; Milwaukee-Western Malt Co., Milwaukee, Wis.; Northwestern Malt & Grain Co., Chicago, Ill.; Wm. Rahr Sons Co., Manitowoc, Wis.; Richardson Scale Co., Chicago, Ill.; Saladin Pneumatic Malting Const. Co., Chicago, Ill.; F. H. Schule Co., New York, N. Y.; Albert Schwill & Co., Chicago, Ill.; Weller Mfg. Co., Chicago, Ill.; Tiederholdt Const. Co., St. Louis, Mo.

## NEW PLANT OF THE WEBSTER MFG. CO.

For great undertakings there must be a great impulse at bottom. There must be also a standard set and religiously maintained. The watch-cry "Quality first and foremost" of the Webster Mfg. Co. and its determination to maintain its position of strict adherence, resulted in the magnificent new plant at Tiffin, Ohio, a point where all that is desirable in ground area and shipping facilities could be had.

The Webster Mfg. Co. has acquired about 38 acres of land at the junction of the B. & O. Ry. and the Big Four Ry., and has erected a plant extending over 5¼ acres of ground. Photographs of plant are produced herewith. The plant is equipped with every modern facility for the economical manufacture and distribution of the Webster products. It is in all essentials as illustrated, with room for threefold enlargement before beginning to crowd the available ground space. Raw materials are received by railway spurs at both ends of plant, progressing by natural and continuous movement toward a central storage and shipping room. Another spur carries away the finished product. The buildings are of steel frame, brick walls and saw-tooth roofs, insuring good light throughout all the shops. The equipment is all electrically driven, individual motors being fitted to the larger machine units, a large proportion of power being generated at its own power plant.

Water supply is secured from deep wells, with the city service auxiliary. Excellent fire protection is furnished by a large reservoir and connecting pipe lines.

Following are the dimensions of the main buildings: Sheet metal shop, 300x





100 ft.; malleable iron foundry, 330x120 ft.; gray iron foundry, 260x120 ft.; machine shop, 300x120 ft.; shipping and storage room, 280x90 ft., and the main office, 210x100 ft. The new works will give employment to about 700 men, which number can rise to 1,000 or more before extension of the plant itself will be necessary.

### THE VICTOR CORN SHELLER

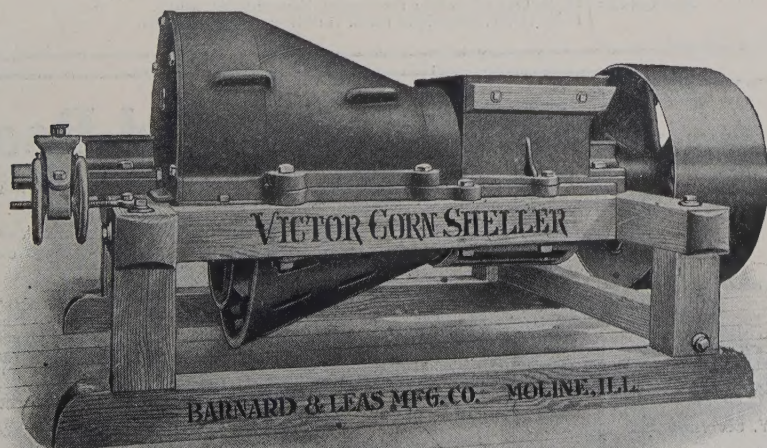
Where it is desired to shell corn in the basement of the elevator and separate and clean it in the cupola the sheller shown in the engraving herewith will be found peculiarly adaptable, in connection with a Cornwall Corn Cleaner to separate the cobs and clean the corn.

This sheller has been improved from time to time during the many years it has been on the market, and one of its manifest advantages is found in the method of adjusting the shelling cone while running. With a few turns of the hand-wheels the shelling cone is moved in or out as desired and can be locked in any position.

Another improvement is the spiral conveyor beater, used on all but two sizes, which breaks the cobs less, a point worth considering now that some markets, notably Memphis, are discriminating sharply in grades against shipments of shelled corn containing broken pieces of cob and cob scourgings.

The Victor Corn Sheller consists of a receiving hopper, upper and lower casings, securely bolted to a very strong wooden frame and a shaft to which the beaters and shelling cone are fastened. This shaft runs in two very heavy and long journal boxes which are bolted to the wooden frame. The No. 3 and No. 4 shellers have an extra bearing outside of the pulley which renders them more substantial and greatly adds to their durability.

The teeth on the shelling cone and the shelling surfaces of the casings are chilled thus giving these parts great durability. The cone is keyed on the shaft at both ends which prevents all vibration and makes it very rigid. The hopper is so constructed that it cannot clog and insures a steady feed so long as the corn is passing into it. This sheller has large capacity, its efficient and durable. Additional information will be given readers of the Grain Dealers Journal on application to the manufacturers, Barnard & Leas Mfg. Co., Moline, Ill.



### Books Received

**WHEAT INVESTIGATIONS.**—Improved methods of wheat growing are suggested and results of variety tests are reported in Bulletin No. 128 of the South Dakota Agri. Exp. Sta., Brookings, S. D.

**WILD RICE** and two other important wild duck foods are the subject of an interesting circular of 19 pages by the bureau of biological survey. The plant, the grain and its distribution are described. Circular No. 81; illustrated; U. S. Dept. of Agri., Washington.

**RED CLOVER** is a valuable pamphlet of 48 pages written by J. M. Westgate, agronomist in charge of clover investigations, and F. H. Hillman, assistant botanist, covering methods of clover culture, seed production, varieties and insect enemies. Farmers Bulletin No. 455; illustrated. U. S. Dept. of Agriculture, Washington.

**RADFORD'S GARAGES** and How to Build Them is a standard collection of new, original and artistic designs for up-to-date private and public garages adapted to frame, brick, stone, cement, stucco or concrete construction, together with estimates of cost, selected and compiled by Wm. A. Radford. These 55 designs have been executed by a corps of licensed architects, and are shown each in perspective and floor plan, followed by 44 pages of text and drawings on the construction and equipment of garages, of great interest to every automobile owner. Indexed; 108 pages; 8x11 ins. Published by the Radford Architectural Co., Chicago. Cloth, \$1.

### IMPORTS AND EXPORTS OF RICE.

Imports of rice, rice flour, rice meal and broken rice during the year prior to July 1 aggregated 208,774,791 lbs., compared with 225,400,545 lbs. imported during the corresponding 12 months preceding.

Exports included 15,575,271 lbs. of rice and 14,488,070 lbs. of rice bran, meal and polish during the year prior to July 1; against 7,049,597 lbs. of rice and 19,729,591 lbs. of rice bran, meal and polish exported during the year prior to July 1, 1910.

Of foreign rice, rice meal and broken rice we re-exported, during the year prior to July 1, 6,192,579 lbs., compared with 8,160,452 lbs. re-exported during the previous year, as reported by O. P. Austin, chief of the Bureau of Statistics.

The Journal of the Royal Statistical Society has found our term "normal crop" not sufficiently definite and the international crop reporting agency for the dissemination of crop information will not follow the method employed by the U. S. Dept. of Agriculture, our government's "normal" being the average of the five preceding years.

# FOR SALE

Two No. 3 Hess Driers Complete, with Cooler and Steam Coils.

In first class condition having been in use only two years.

Immediate delivery. Price \$650 each, F.O.B. Cars, Chicago.

Address,

# DRIER

746 Postal Telegraph Building,  
Chicago, Ill.



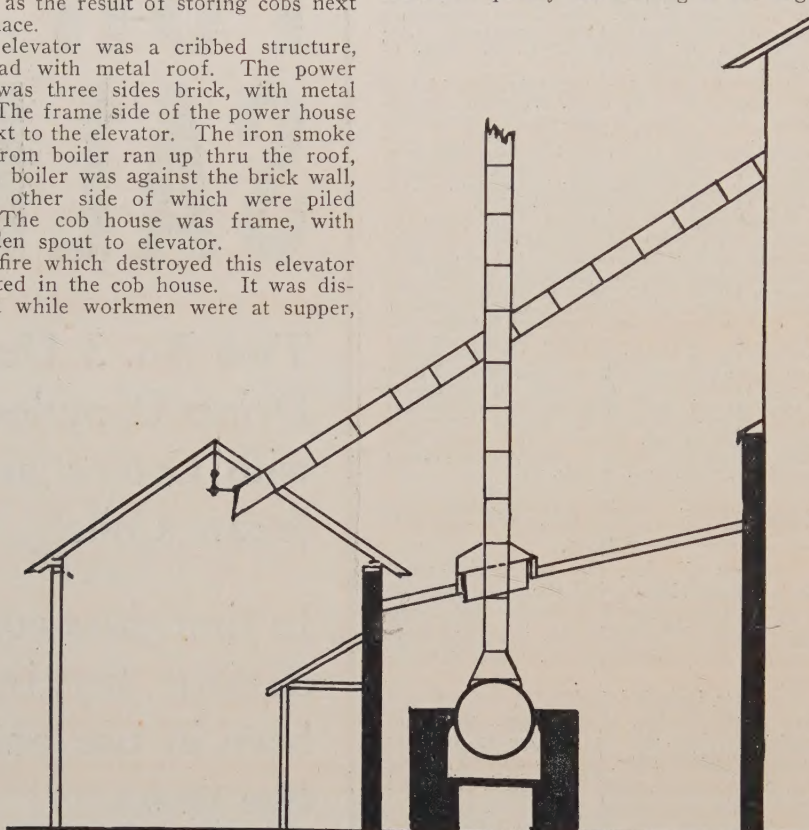
### DANGEROUS ARRANGEMENT of Cob House.

So many steam power elevators use cobs for fuel, it seems necessary to warn all such with the experiences of fellow dealers who suffer loss by fire. Illustrated herewith is the arrangement of the Indiana elevator and power plant recently burned as the result of storing cobs next to furnace.

The elevator was a cribbed structure, iron clad with metal roof. The power house was three sides brick, with metal roof. The frame side of the power house was next to the elevator. The iron smoke stack from boiler ran up thru the roof, and the boiler was against the brick wall, on the other side of which were piled cobs. The cob house was frame, with a wooden spout to elevator.

The fire which destroyed this elevator originated in the cob house. It was discovered while workmen were at supper,

an outsider giving the alarm. Smoke and gas were drawn up cob spout to cupola. In an effort to prevent fire being communicated to the top of the elevator, wet bagging was stuffed into the cupola end of the cob spout. The heat was so intense, bags were soon dried out and burned, and a dust explosion in the cupola followed quickly the burning of the bags.



Dangerous Arrangement of Cob House and Boiler Room.

Grain elevator men should not permit the installation of wooden cob spouts, because they afford ready means of fire communicating from the bottom to the top of the spout, whereas if metal had been used, it would have been a much easier matter to have prevented the fire from communicating to cupola. Automatic cut-offs can be placed in metal spouts, so as to prevent fire running up spout, which serves as a chimney. However, the valves should be of the hanging character, so as to remain closed except when cobs are being dropped down spout.

During recent years many elevators have been sacrificed to defective arrangement of cob and dust spouts, just as this house was, and no doubt others will go in the same way, until elevator owners come to a full realization of the great danger of affording ready communication for fire from the cob and dust houses to cupola. In the interest of owners of such property, the insurance companies should charge double for these hazards, and thus discourage elevator men taking such hazardous chances.

W. A. Matheson, head of the grain department of the Lake of the Woods Mfg. Co., has returned to Winnipeg from a trip to Vancouver and reports that "traffic officials and grain men both recognize Vancouver's possibilities as a grain-exporting port. The opening of the Panama Canal will divert an enormous volume of wheat across the Rockies and thru Vancouver enroute to Europe. I look to see all Alberta's export crop and much of Saskatchewan's find outlet via Panama."

### Reduce Your Fire Insurance

The decrease in rate soon pays for the  
**Automatic Hot Journal Alarm System**  
 Installed in 75 Terminal Elevators.  
**Western Fire Appliance Works**  
 542 S. Dearborn St., Chicago, Ill.

### MILL OWNERS MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

The Oldest Millers Mutual  
Fire Insurance Company in  
America.

Cash Assets over \$300,000

J. T. SHARP, Secretary

### EVERY POLICY HOLDER IS A STOCKHOLDER IN THE MICHIGAN MILLERS MUTUAL FIRE INSURANCE COMPANY OF LANSING, MICHIGAN

Therefore, every Policyholder is vitally interested in the size of his dividend (deducted every six months from the assessment levied). These dividends may be increased by

### THE PREVENTION OF FIRES

All fires are the same size at the start

70% OF THEM ARE PREVENTABLE 90% ARE EXTINGUISHABLE

AGENTS: { C. H. RIDGWAY, 426 Midland Building, Kansas City, Mo.  
 H. M. GILES, Flour Exchange, Minneapolis, Minn.  
 I. N. JUST, American Bank Building, Seattle, Wash.

ORGANIZED 1878

### The Millers' Mutual Fire Insurance Association of Illinois ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents of same at cost.

Insurance in force - \$15,104,436.83

Cash Surplus - 353,034.68

GEORGE POSTEL, President

G. A. MCKINNEY, Secretary

Address all Correspondence to the Company  
at Alton, Ill.

### Shippers' Record Book

is designed to facilitate the book-keeping of grain shippers and to minimize the labor of keeping a complete record of each car shipped. The book is 9½x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2900 carloads.

At top of left hand page, in bold-faced type, are the words, "IN ACCOUNT WITH" and at top of facing page, is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance.

Order Form 20. Price \$1.75

### GRAIN DEALERS JOURNAL

255 La Salle Street

CHICAGO, ILL.



# Fire Insurance Companies

**P**ROTECT your property first and then let us protect you. Defective chimneys or accumulations of dirt, oily waste, and uncovered cobs are likely to cause you a loss.

Remedy these known causes of fires. Then write our nearest office for our low cost on your well kept elevator.



Sioux Falls, So. Dak.

BRANCH OFFICES:

Kansas City, Mo.

ORGANIZED 1883.

## The Western Millers' Mutual Fire Insurance Company KANSAS CITY, Mo.

CHAS. H. RIDGWAY, Secretary  
SAFE INDEMNITY  
Flour Mills, Elevators, Warehouses, and contents.

## TRI-STATE MUTUAL GRAIN DEALERS FIRE INS. CO.

Incorporated  
LIVERNE, MINN.

Never missed a  
**DIVIDEND**  
in nine years.

We are a purely Mutual Company. No capital stock—every Policy-holder a Stockholder.

Insure your elevators, warehouses and grain at actual cost.

We write insurance in Iowa, Minnesota, Nebraska, South and North Dakota.

Write for our statement.

E. H. MORELAND, Sec.

E. A. BROWN, Pres. V. E. BUTLER, V.-Pres.  
B. P. ST. JOHN, Treas.

## COAL SALES BOOK Form 44. FOR RETAIL COAL DEALERS.

It facilitates bookkeeping and reduces the chance of error. Practically three books in one. 1. It is the original entry of all sales made. 2. It is the original entry on the scale weights. 3. It is the journal from which the posting is done. It contains spaces for 6,000 loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount. This book is 8 1/2 x 14 inches and contains 150 pages of superior ledger paper. Each page is numbered. It is well bound with best binder board, covered with cloth; has leather back and round leather corners. Price, \$1.75. For sale by GRAIN DEALERS JOURNAL, 255 La Salle Street, Chicago.

## IF Your Elevator should burn

Would you be sure of receiving the insurance you have paid for?

**Losses Paid, \$7,108,022.20**

## Your Elevator burns a year hence

Is there any possible chance of you not receiving your insurance?

**Gross Cash Assets, \$1,645,117.65**

## It burns ten years from now

Would the cost eat up a large part of the insurance received?

**Costs 50% less than Basis Rates**

*No matter when your Elevator burns, you will receive that which you have paid for, if your Elevator is Insured by the*

## MILLERS NATIONAL INSURANCE CO.

### OFFICERS

C. H. SEYBT, President C. B. COLE, Vice-President  
M. A. REYNOLDS, Secretary F. S. DANFORTH, Ass't Secretary

### AGENCY MANAGERS

I. N. JUST, Seattle, Washington, Pacific Coast Agency  
H. M. GILES, Minneapolis, Minnesota, Northwestern Agency  
CHAS. H. RIDGWAY, Kansas City, Missouri, Southwestern Agency  
E. K. SCHULTZ, Philadelphia, Pennsylvania

### DIRECTORS

C. B. COLE, Chester, Illinois  
A. FASSLER, Topeka, Kansas  
H. S. HELM, Minneapolis, Minnesota  
JOSEPH LeCOMPTE, Lexington, Kentucky  
H. K. WOLCOTT, Batavia, Illinois  
SAMUEL PLANT, St. Louis, Missouri  
M. A. REYNOLDS, Chicago, Illinois  
C. H. SEYBT, Highland, Illinois  
J. H. MacMILLEN, Minneapolis, Minnesota

**137 S. La Salle Street**

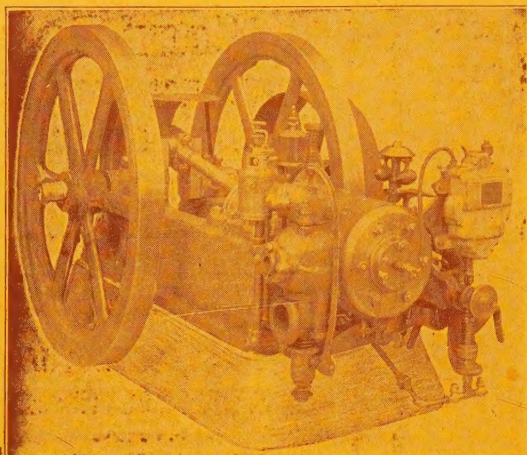
**::**

**CHICAGO, ILL.**



NOW and EVER the

L  
A  
M  
B  
E  
R  
T



L  
E  
A  
D  
S

### Advantages of the Lambert Engine

A Strictly High-Grade Engine in every particular, neat in design, smooth running qualities, wide range of governable speed, unlimited power capacity, light, and reinforced in those parts where through experience in the manufacturing of engines has proved weak.

No batteries required with our new system of ignition. Which is preferable—wait until your engine breaks down beyond repair, or have an engine which is beyond breaking down. Write for latest catalog.

**The Lambert Gas & Gasoline Engine Co.**  
(East End) ANDERSON, IND.

## ELEVATING EQUIPMENT WITH ROPE DRIVE

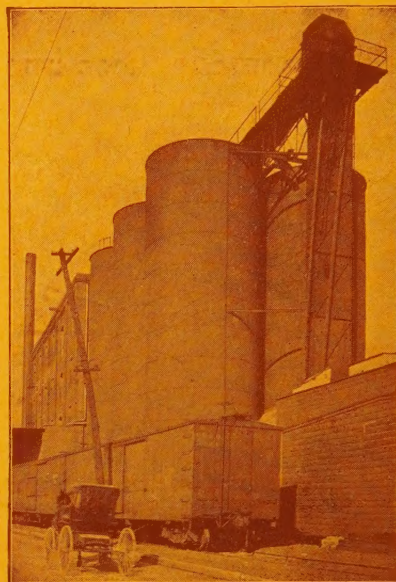
Installed by

**Webster**

for Western Flour Mills of Davenport, Iowa, the largest mill in the state. The highly satisfactory service it is rendering is but another link in the chain of demonstrated proof of superiority of the WEBSTER METHOD of ELEVATING and CONVEYING.

If you want an efficient, rapid and economical handling system write our nearest office. Our engineers will plan out and design machinery to fit your needs.

Webster Machinery is made and sold under the slogan "Quality First and Always." That is why it saves time to talk with us first.



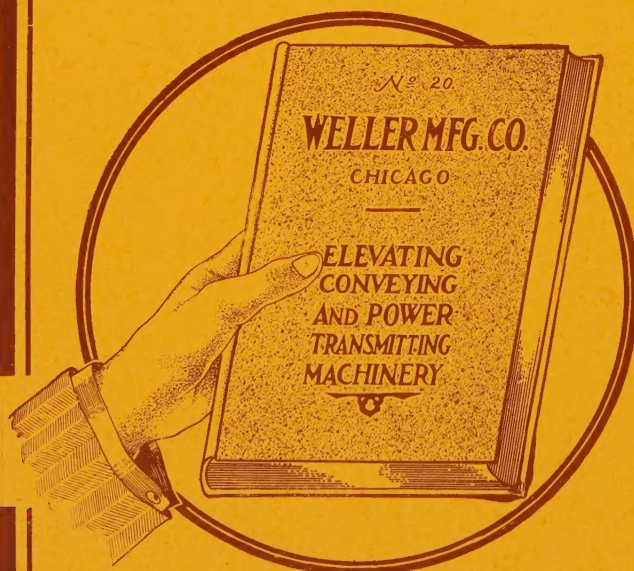
**THE WEBSTER M'F'G COMPANY**

NEW YORK,  
88-90 Reade Street

TIFFIN, OHIO

CHICAGO,  
815-817 Fisher Bldg.

## Here's the new 575-page WELLER Catalog



—an encyclopedia of WELLER-Made Products

The most complete book ever printed on Elevating, Conveying and Power Transmitting Machinery. 575 pages of complete descriptions and illustrations of WELLER specialties. Handsomely printed and bound. A copy will be sent free upon request.

**Weller Mfg. Co., Chicago**

## DUST

the direct or indirect cause of many fires in grain elevators and warehouses.

### WHY NOT

save yourself any probable loss by installing a dust collector? A machine which experience has proven superior to all; does more and better work; is storm proof and spark proof.

## Day Dust Collector

"DAY-LY" EFFICIENCY



WRITE FOR PARTICULARS.

**THE DAY COMPANY**

1112 Yale Place :: Minneapolis, Minn.